Board of Trade Journal

Volume 197, No. 3786 Published by Her Majesty's Stationery Office 8 October 1969

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Any late announcements not indexed on this page will be found at the top of the following page.

Front cover photograph

Graphic design at the Weather Oak Print Group, under the direction of Michael Davighi, serves the Group's letterpress and litho printing divisions. The Group has recently produced a fine arts catalogue in colour for Haddad's Fine Arts in Los Angeles, California, illustrating colour reproductions for contemporary and old masters. The order was obtained by Mr. G. A. C. Cure, chairman of Weather Oak, who flew to Los Angeles and returned with the firm order four days later, after facing competition from printers in Holland, Germany, France, Switzerland and the United States. The order for the book and ancillary work was worth over $100,000.

LATE ANNOUNCEMENTS

Change of BoT President and functions

Mr. Roy Mason succeeds Mr. Anthony Crosland as President of the Board of Trade and some of the Board's functions are to be transferred to the Ministry of Technology and the Department of Employment and Productivity as part of the Governmental changes announced from 10 Downing Street on October 5.

Mr. Mason has hitherto been Minister of Power and was earlier a Minister of State at the Board of Trade. The Ministry of Technology, which becomes the Government Department with the main responsibility for industry both in the public and private sectors, is taking over the Ministry of Power and additional functions in relation to industry previously in the Department of Economic Affairs.

The changes at the Board of Trade are set out in the official announcement as follows: "The Ministry of Technology will assume the Department of Economic Affairs' responsibilities in the field of regional economic development and also the related distribution of industry functions of the Board of Trade. The regional organisations of the Ministry of Technology and of the Board of Trade will be adjusted so as to reflect the new division of responsibilities between the two departments.

"The Ministry of Technology will assume responsibility for investment grants.

"In addition, the Department of Employment and Productivity will assume responsibility for a number of bodies concerned with the provision of certain of the productivity services to industry hitherto handled by the Board of Trade.

"The Board of Trade will concentrate on overseas trade and export promotion, including the many activities which contribute invisible earnings to the balance of payments. Thus, in addition to its responsibilities for external commercial policy (including tariff policy) and export policy and services, the Board of Trade will retain responsibility for civil aviation, shipping, tourism, hotels and insurance.

"The Board of Trade's other field of responsibility will relate to trade and commerce in the United Kingdom. It will continue to be responsible for the distributive and service trades, including retail distribution, newspapers, printing, publishing and films. It will also retain a number of general responsibilities in relation to commerce including the administration of the Insurance and Companies Acts Patents and Copyrights."

The announcement adds: "As has been announced, the Government is urgently reviewing the question of the public accountability of firms in industry, including the role of the Monopolies Commission and the National Board for Prices and Incomes. The future departmental responsibility for monopolies, mergers and restrictive practices will be decided in the light of the Government's decision which will be announced shortly."

The transfers of responsibility from the Board of Trade to the Ministry of Technology include sponsorship of chemicals and the textile and some other industries.

Mr. Crosland has been appointed Secretary of State for Local Government and Regional Planning. He will co-ordinate the work of the Ministries of Housing, Local Government and Transport, take over responsibility for the Regional Planning Councils and Boards, together with their regional staffs from the Department of Economic Affairs, and have special responsibility in relation to all aspects of environmental pollution.

Mr. George Thomson, Chancellor of the Duchy of Lancaster, will have special concern with all questions affecting Europe.

The actual merger of the Ministries of Technology and Power, and the transfer of functions from the Board of Trade, as well as the transfer of responsibility from the Department of Economic Affairs for the I.R.C. have to be effected by an Order in Council, which requires Parliamentary Authority. For this purpose it is intended to lay a draft Transfer of Functions Order as soon as possible after the two Houses resume.

Some copies of Board of Trade Journal *delayed*

HMSO and the Board of Trade regret that as result of printing difficulties the full number of copies of October 1 issue of the *Board of Trade Journal* could not be printed. While every effort has been made to send out copies to subscribers, some delay has been inevitable.

Anyone who has not received a copy of the October 1 issue should inquire through their usual source of supply. Today's issue is also likely to be effected.

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A = Annually; M = monthly; Q = quarterly; 6-M = every six months.

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Mileage and traffic (A)	9 July 1969
Trade by air (6-M)	28 Mar. 1969
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Trends in 'invisible' transactions (6-M)	17 Sept. 1969
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Board of Trade regional organization	1 Oct. 1969
British and Commonwealth chambers of commerce and other British business organizations overseas	10 Nov. 1968
British commercial representatives overseas	1 Oct. 1969
Customs notices of interest to exports	23 July 1969
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Programmes of trade promotion	13 Aug. 1969

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British Week in Tokyo—'more than a 10-daywonder'

By Universal News Services Special Correspondents

Princess Margaret cuts the tape to open the exhibition at the Budokan.

THE GLITTERING sales figures and the unparalleled impact on a foreign market resulting from British Week Tokyo (September 26-October 5) had come as something of a surprise for many of the companies participating and even for its co-organizers – the Board of Trade and the British National Export Council, Asia.

At the time of going to press, with three days to go before the end of the 10-day mammoth promotion sales of British goods in Tokyo had passed the £4.5 million mark, with final sales expected to be much greater. Estimates of total sales for the week of £5-£6 million were proving to be on the low side, because it was not until a British National Export Council merchandising team conducted an exhaustive shop survey in Tokyo, that a guide to the number of companies participating in the week was available. This now shows 1,416 companies are involved.

Mr. Michael Montague, chairman of BNEC's Committee For Exports to Asia, estimated that more than two million people would have visited the many British Week exhibitions in and around Tokyo by the time of the Week's closing date on October 5.

25 per cent increase for 20 stores

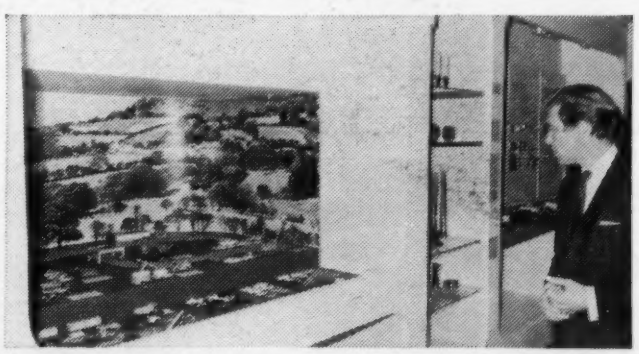
The 20 major Tokyo stores participating in British Week say their business has increased by 25 per cent because of the promotion, and some of them report having already sold between 70 and 90 per cent of their British goods.

The presence of Princess Margaret and Lord Snowdon in Tokyo has undoubtedly done much to focus the attention of the average Japanese on British Week. Thousands of extra police were drafted into the city to control the huge crowds and dense traffic jams which formed wherever the royal couple went.

The Princess set the scene for a general re-awakening of Anglo-Japanese ties in her opening speech when she told a packed audience at Tokyo's National Theatre: 'British Week must not be a 10-day wonder. It must be the beginning of a developing trade relationship between our two countries.

'Although we both revere the past, we both have a contemporary role in the modern world and we both have much to offer mankind and one another,' she said.

For 10 days this bustling Asian capital has been transformed into a giant shop window for Britain. Eight bright red London



Lord Snowdon during his visit to the Council of Industrial Design's exhibition.

(Continued on next page)

BRITISH WEEK IN TOKYO, *continued*

HRH Princess Margaret with HIH Princess Chichibu and Lord Snowdon at the official reception to mark the opening of British Week in Tokyo.

buses have been ferrying visitors between the various British exhibitions throughout the city, while shoppers have been served by assistants wearing tartans and Union Jacks.

At the 'Britain in Tokyo' exhibition in the Nippon Budokan – 'hall of the military arts' – Japanese have been packing the 'Lord Nelson' public house. So eager has been the desire for all things British that even empty whisky bottles have been snapped up as souvenirs.

Apart from whisky, the appreciation of which the Japanese are said to have acquired from the Americans, British biscuits, confectionery, textiles, books, clothing, giftware, furniture, toys, cigarettes and tobacco have met with firm approval in Tokyo.

The impact of British Fashions

British fashions have created a big impact, and some 25,000 Japanese were expected to have seen performances of the swinging fashion spectacular in the Toranomon Hall by the time the Fashion Show ended.

As many as 20 models were on stage at one time prancing along in the style of a stage musical to beat music. The accent was on clothes appropriate to the young Japanese. Despite the elimination of the most bizarre of current British styles, young Japanese girls confessed after the show that they were too shy to wear the shorter of the mini styles modelled.

Events such as this spectacular have drawn thousands of customers to buy British at the big stores. The giant SEIBU store, which has its own railway station and rooftop fairground and draws 300,000 customers a day, reported having sold 88 per cent of its £350,000 worth of British stock with three days of the Week still to run.

Another store, Takishimaya, imported nearly £1 million worth of British products, and by Thursday (October 2) said it had sold 70 per cent of the goods.

British book publishers have been learning some useful lessons about the Japanese reading market. For instance, that the greatest demand here is for reading matter on serious subjects, such as

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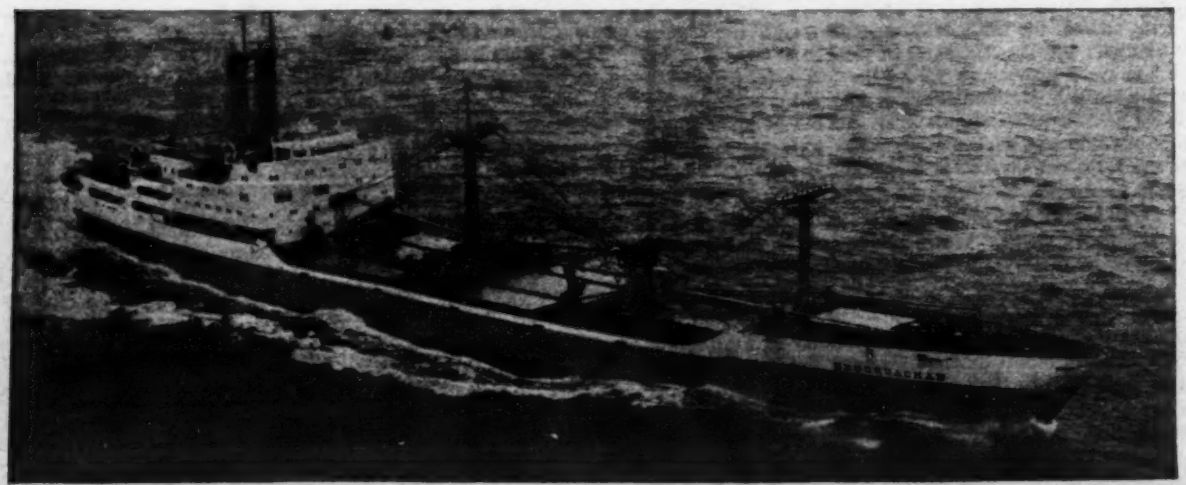
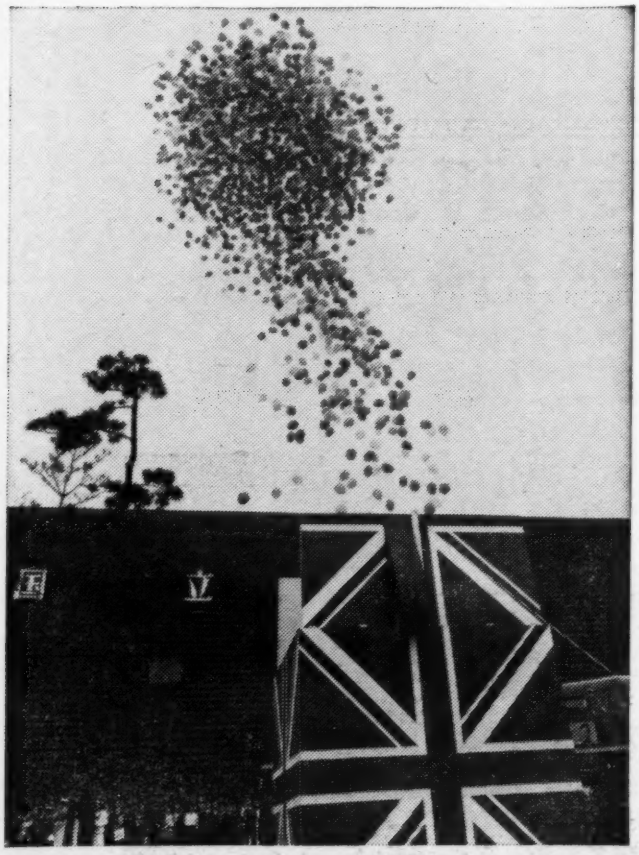


HRH Princess Margaret and Lord Snowdon attracted eager crowds of onlookers – and shoppers – during their tour of Tokyo department stores. They are seen here posing for photographs for the Japanese press during their visit to the Goshi store.



Masses of gaily coloured balloons, escaping from a gigantic package covered with Union Jacks, marked the opening of British Week.

science and technology, although classics from Britain are always sought.

A British bookshop, opened in Tokyo jointly by the British Book Development Council and other trade bodies and a group of Japanese importers, has sold three times as many books and other publications than was expected before the start of the Week.

SUCCESSFUL ART SALES

Occidental art seems to have touched Japan's soft spot. Sales of British works of art during the week will exceed the total sales of art exports from Britain to Japan for the past 12 months, says Mr. George Whyte, managing director of Maple Lablanc, and chairman of the Fine Art and Antiques Product Group of BNEC Asia.

Mr. Whyte reports that in the first six days the Marubeni art gallery in Tokyo sold 18 paintings with a total value of £500,000, and that 25 items were sold at the Mitsukoshi store for more than £35,000.

At the Marubeni gallery, 72 paintings and objets d'art from the Renaissance to Henry Moore were put on commercial exhibi-

(*Continued on page* 933)

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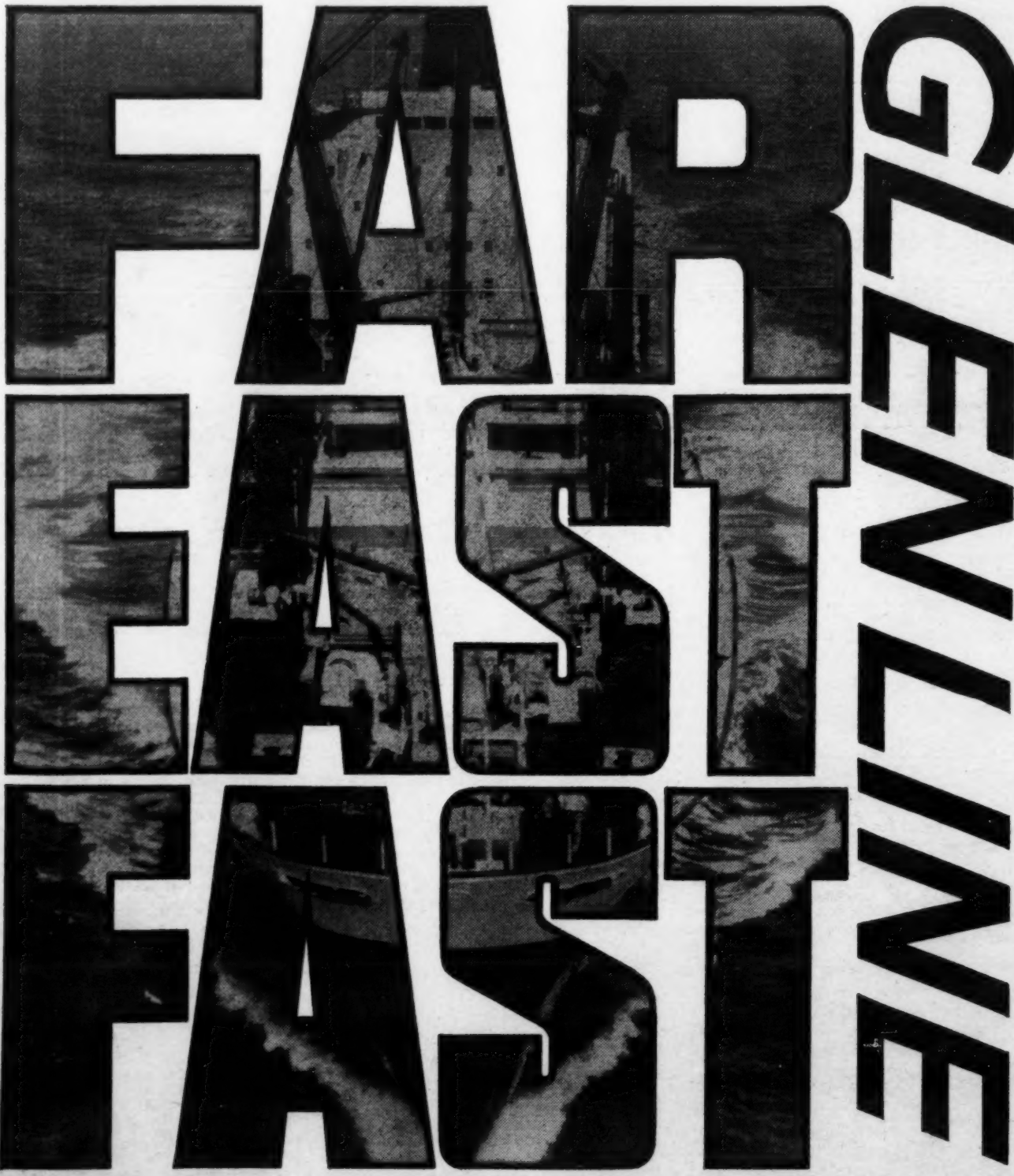

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tion, and jewellery, gold and silver items were placed at SEIBU store.

Sotheby's recorded sales totalling £70,000 at the end of the first day of the first public art auction held in Tokyo. The top price paid was £3,600 for a third century BC vase.

The three-day auction has proved so successful that Sotheby's now plans to hold a yearly auction in Tokyo with the hope that the city will become an international art purchasing centre in its own right.

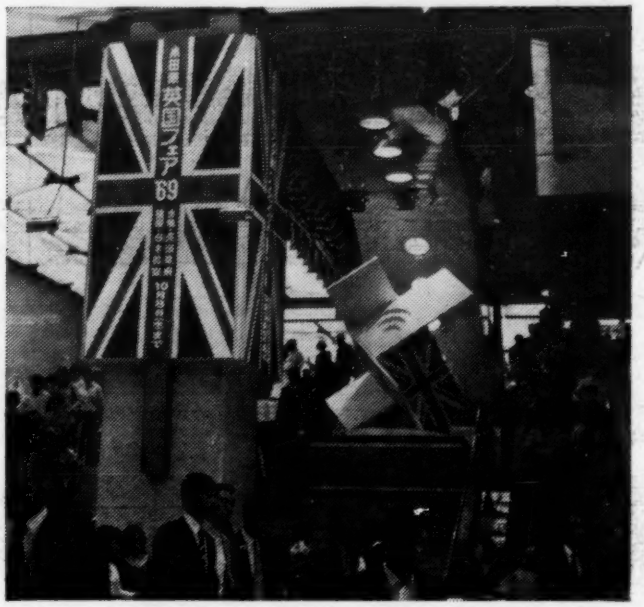
Paintings have also been used in Tokyo to boost sales of British Wool Textiles. 'We have sought to embellish women's clothes by relating them to paintings by British artists past and present,' said Mr. Ralph Masters, secretary of the National Wool Textile Export Corporation, of Bradford.

'Our idea here is to show that there is the same sort of colour sense among great artists as among good designers of cloth, so we have brought reproductions from the National Gallery and elsewhere of Turner, Gainsborough, Ben Nicholson, John Piper, Roger Hilton, and others.

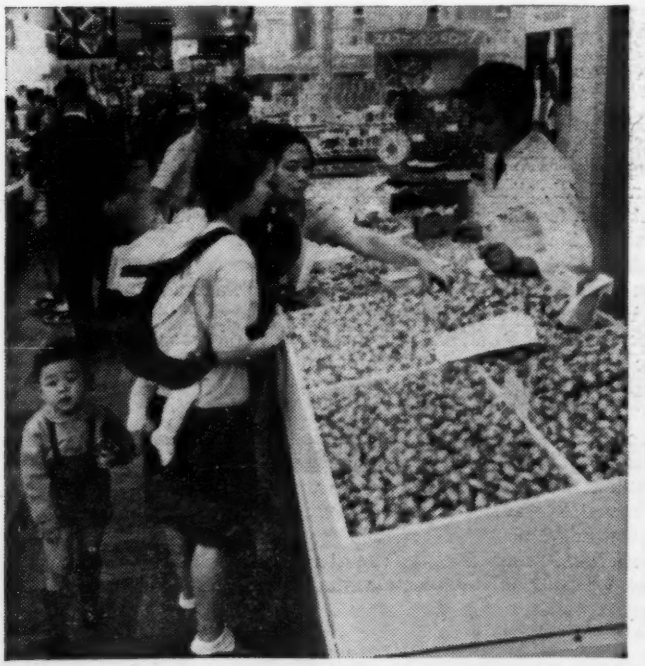
'This idea seems to have appealed to the Japanese, Princess Margaret was fascinated by it and congratulated the Corporation on its enterprise,' he said.

(Continued on page 935)

Examining books on Shakespeare at the Shakespeare exhibition.



Crowds entering a special promotion at Toyko's Keio department store.



British boiled sweets apparently fascinated this Tokyo family.

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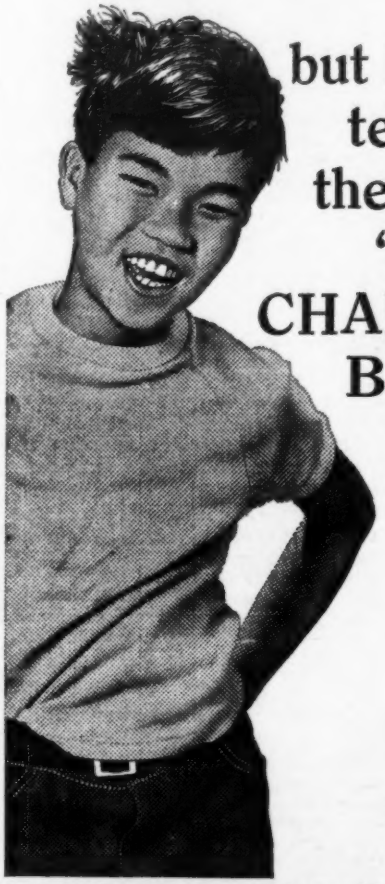

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Head Office: 38 Bishopsgate, London, E.C.2.

MR. ANTHONY CROSLAND, President of the Board of Trade, spent some time at the Joint Exhibition of the Scientific Instrument Manufacturers of Great Britain and the Society of British Aerospace Companies. He visited every stand – 52 companies. He said he was greatly impressed and encouraged to note the progressive way the companies were approaching the Japanese market.

Pye-Unicam of Cambridge has won the largest order it has ever been offered in Japan, Mr. David Wilson, the company sales manager for the Far East, announced. He added that next year 'we expect the sales of our equipment will climb dramatically in Japan'.

The order is for spectro-photometer systems designed to reduce drastically the manpower involved in doing analytical techniques by the more conventional methods. The equipment will go to routine clinical laboratories and hospitals.

A further report on the results of British Week in Tokyo will be published in the *Board of Trade Journal* early in November.

Appointments to British Tourist Authority and English Tourist Board

MR. ANTHONY CROSLAND, President of the Board of Trade, has appointed the following members to the British Tourist Authority which is being established under the chairmanship of Sir Alexander Glen, KBE, DSC, following the provisions of the Development of Tourism Act, 1969:

Sir Robert Black, Mr. Henry E. Marking, Mr. Peter Parker, Mr. J. Michael Pickard, Mr. Brian Redhead.

In addition, the chairman of the English, Scottish and Wales Tourist Boards, Sir Mark Henig, Sir Hector MacLennan and Sir David Davies respectively are members of the authority.

The President has also appointed the following members to the English Tourist Board which is being established under the chairmanship of Sir Mark Henig following the provisions of the Development of Tourism Act, 1969:

Mr. Michael Dower, Mr. Derek O. Gladwin, Mr. P. J. Prior, Mr. Norman Richardson, Mrs. Jean Robertson, Mr. Harry Taylor.

Notes:

The British Tourist Authority will be responsible for promoting tourism to Great Britain from overseas as well as having general responsibility for the promotion and development of tourism and tourist facilities in Great Britain as a whole. In particular, the new authority will be carrying on the overseas promotional activities currently carried out with the assistance of a Government grant-in-aid by the British Travel Association. Transitional arrangements will be the subject of discussion between the British Tourist Authority and the British Travel Association.

Under the Development of Tourism Act, 1969, the British Tourist Authority is to consist of a chairman and up to five members appointed by the Board of Trade together with three *ex-officio* members, the chairmen of the English, Scottish and Wales Tourist Boards.

The appointments to the English Tourist Board are for two years and are on a part-time basis carrying a salary of £750 a year.

The appointment of Sir Mark Henig as chairman of the English Tourist Board was announced on September 5.

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 *Gresham Street, London, E.C.*2 (606 6699). *The department has* 19 *local offices in various parts of the United Kingdom. A list is given on page* 238 *of July* 23 *issue of the* Board of Trade Journal.

Cinematograph Films Council appointments

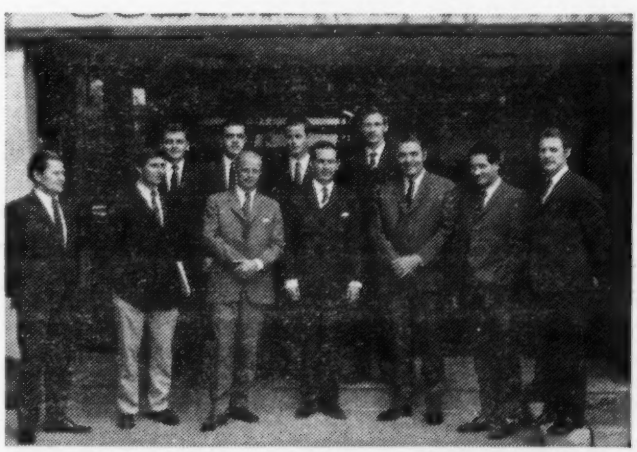
MR. ANTHONY CROSLAND, President of the Board of Trade, has made the following appointments to the Cinematograph Films Council:

Mrs. E. M. Chilver Mr. A. Grant Mr. M. Grundy Mr. E. Humphries Mr. V. G. Raitz Professor B. S. Yamey	Persons appointed as being independent persons
Mr. R. Attenborough, CBE Mr. J. Carr Mr. J. Davis Mr. J. Woolf	Persons appointed as representing makers of British films
Mr. P. Livingstone Mr. M. C. Morton	Persons appointed as representing renters
Mr. C. G. Bernstein Mr. J. W. Davies Mr. D. J. Goodlatte Mr. H. C. Orr Mr. J. K. S. Poole	Persons appointed as representing exhibitors
Mr. G. Croasdell, OBE Mr. G. H. Elvin, FCIS Sir Tom O'Brien Mr. S. Ogden	Persons appointed as representing persons employed by makers, renters or exhibitors of British films

The appointments took effect on October 1 and will run until December 31, 1970, when the current films legislation will expire.

The chairman of the council is Mr. Morris Finer, QC, whose term of office runs until November 30, 1969.

CONFERENCE OF OVERSEAS REPRESENTATIVES



Members of the Export Department of Roussel Laboratories Limited, and field sales managers from overseas, attended a special conference at the company's Wembley Park headquarters recently, on one of its leading export products – Sofra-Tulle, a dressing used for the treatment of wounds. Roussel exports 48 *per cent of its products to a total of* 85 *countries. The photograph shows (left to right, back row): Messrs. R. H. Evans, area manager; R. Gourley, Ireland; C. Bonnet, Paris; C. H. Venter, South Africa; and in the front row: R. J. Jarvis, area manager; V. Othenin-Girard, Switzerland; G. Dahlgren, Sweden; R. G. Muriel, general sales manager – direct export; J. T. Hook, sales director; J. G. van Leeuwen, Holland and J. A. Defty, area manager.*

Meeting of Commonwealth Finance Ministers in Barbados

THE FOLLOWING communique was issued after the meeting of Commonwealth Finance Ministers in Barbados from September 25 to 26:

'A meeting of Commonwealth Finance Ministers was held at Bridgetown on September 25 and 26, 1969. It was opened by His Excellency the Governor-General of Barbados, The Prime Minister and Minister of Finance of Barbados, The Rt. Honourable E. W. Barrow was elected chairman.

'Britain was represented by the Chancellor of the Exchequer; Botswana, Canada, Ceylon, Cyprus, the Gambia, Ghana, Guyana, Jamaica, Lesotho, Malawi, Mauritius, New Zealand, Pakistan, Sierra Leone, Swaziland, Tanzania, Uganda and Zambia by their Ministers for Finance. Australia was represented by the Minister for Labour and National Service, Kenya by the Minister for Agriculture, India and Trinidad and Tobago by the Ministers of State in the Ministries of Finance, and Malaysia by the Assistant Minister of Finance. Malta was represented by Minister of Justice and Parliamentary Affairs. Nigeria and Singapore were represented by their permanent secretaries in the Ministries of Finance. The Associated West Indian States, which for the first time included St. Vincent in view of the imminence of its statehood, were represented by the Premier of Antigua, assisted by the Premiers of St. Lucia and St. Kitts-Nevis-Anguilla, and the Minister of Finance of Grenada. The representatives of the British Dependent Territories of the Bahamas, Fiji and Hong Kong and also the representatives of Brunei participated in the deliberations.

World economic situation

'Ministers reviewed recent trends in the world economic situation, they noted that the volume of output in the industrialized countries was estimated to have increased at the rate of 5 per cent in the first half of this year which is below the rate of growth experienced in the second half of 1968. Some further reduction in the overall rate of growth seemed likely on account of the measures taken in several of the industrialized countries to contain domestic demand, to check inflation or alleviate balance of payments problems.

'While the developing countries as a group had achieved an overall growth rate of 5 per cent in 1968 largely due to a marked expansion in industrial output and a further increase in agricultural production, Ministers noted that the performance of several economies mainly dependent on agricultural products was not satisfactory. Moreover with population increasing at 2.5 per cent per capita income growth had averaged only 2.5 per cent in developing countries as a group.

Trade

'The acceleration in world demand in 1968 led to an 8 per cent rise in exports from the developing countries compared with the 4 per cent increase in the preceding year. However, this was still well below the rate of increase in the growth of world trade in 1968.

'Ministers expressed concern about the very unsatisfactory state of major export markets for many primary products and the adverse effects on the exports of developing countries of policies pursued in industrialized countries to restrict imports. They urged industrialized countries to take measures with a view to ensuring that their policies did not adversely affect the economies of the developing countries.

'Ministers observed that the acute shortage of foreign exchange was a matter of increasing concern to many developing countries. They also expressed dissatisfaction with the level of export prices of many commodities. In this context they urged the need for action to ensure commodity price stabilization at reasonably remunerative levels in the face of current adverse trends including increasing reliance on synthetics. They recognized the need for improved access to markets for the products of the developing countries so essential for their economic development. In this connection, the hope was expressed that as a result of the discussions currently under way in other international bodies there would be an early introduction of a scheme of generalized non-discriminatory non-reciprocal preferences beneficial to all developing countries.

'Ministers recognized that efforts to expand intra-commonwealth trade were an integral part of the process of world-wide expansion of their trade and felt that it would be appropriate if at annual meetings there could be an appraisal of the efforts made by commonwealth countries in that direction.

Sterling

'Ministers discussed the balance of payments position of the sterling area. They stressed the importance for the sterling area countries as a whole of Britain's Balance of Payments position, and noted with satisfaction the statement by the Chancellor of the Exchequer concerning the improvement in Britain's Balance of Payments and the continuing good prospects, particularly as this was based on success in export trade rather than the restriction of imports. They noted also with satisfaction that the sterling area as a whole was in surplus in 1968 and in the first half of 1969, and was likely to be in larger surplus in the year to mid-1970. They recognized the contribution made by the agreements of September 1968 towards the stability of sterling and of the international monetary system.

'Ministers exchanged views on a number of matters likely to arise at the forthcoming annual meetings of the International Monetary Fund and International Bank for Reconstruction and Development. They welcomed the proposed activation of the special drawing rights scheme and hoped that this would encourage larger flows of resources to developing countries on concessionary terms and more liberal trade policies. Most expressed disappointment that the scheme did not provide for a link with developmental assistance. They observed that even under the existing scheme, the major industrialized countries could introduce an indirect link between the creation of special drawing rights and development finance by voluntarily setting aside for augmenting development an equivalent of a portion of their allocation of special drawing rights. In respect of the forthcoming review of IMF quotas they hoped that it would lead to an increase which would be adequate in size and which would result in a distribution of voting rights that would be equitable in so far as the developing countries are concerned. They noted with satisfaction that the International Monetary Fund is carrying out studies on the possibilities for improving the present exchange rate system. Ministers welcomed the larger transfer of funds to IDA from the net income of the World Bank.

International aid

'Ministers observed that the official flows of resources in 1968 remained roughly at the previous year's level and expressed concern that this might be reduced. They were also concerned about the growing burden on developing countries of increasingly high rates of interest and debt repayments. The activation of the scheme of SDR's and the quinquennial review of IMF quotas should provide the opportunity for making progress towards the implementation of the UNCTAD resolution on the volume of aid. A multilateral untying of aid should also become possible.

'Ministers agreed that it was essential that there should be an adequate flow of funds to IDA and urged that steps be taken immediately to put in hand the third replenishment so that it could take effect in July 1971.

'The expansion and diversification in lending during the past year by the World Bank and IDA were noted with satisfaction though there were still important areas which were regarded as ineligible for loan finance. Ministers felt that much of the improvement was likely to be negated by the increasingly high rates of interest for bank loans.

'They recognised the special problems created by high interest rates on projects in the new fields into which bank activity was now being expanded as agriculture and education which would give an economic return only over a long period, and agreed that this problem should be given special and urgent consideration by the bank with the view to providing better terms.

'Ministers look forward to the publication of the report of the Pearson Commission, which it was understood would become available during the annual meeting of the World Bank.

Secretary-General's report on the flow of Intra-Commonwealth Aid

'Ministers considered a report by the Secretary-General on the flow of Intra-Commonwealth Aid in 1968. A number of Ministers stressed the role which technical assistance played in making financial resource transfers effective and referred to the pool of skills available in developing Commonwealth countries and the value of programmes which make these skills available to other developing Commonwealth countries. They noted that the Commonwealth programme of technical co-operation had made a beginning in this direction and had proved a particularly satisfactory source of assistance. They were glad that the Commonwealth programme of technical co-operation was meeting a number of requests for assistance from member countries, and the hope was expressed that this programme be expanded as fast as was feasible.

'Reference was made to the creation of a population division in the World Bank and the hope was expressed by some that the international effort in this field could be closely related to the needs and circumstances of particular countries.

'Ministers exchanged views on the role of foreign private investment in the development strategy for the next development decade. They requested the Secretary-General to make an assessment of the work being done and studies being made on this subject by other agencies, to receive and consider memoranda from Commonwealth Governments including the paper from the Minister of Finance of Jamaica and to report on the results to Commonwealth Governments for proposals for further action, after such consultations with their representatives as he may deem necessary. This study should include consideration of possible improvements in double taxation agreements and other tax legislation. Ministers authorized the Secretary-General in this connection to obtain and utilize the services of an expert or experts from one or more of the Commonwealth Governments who might be in a position to provide such assistance in this study.

'Ministers accepted with pleasure the invitation by the Government of Cyprus that next year's meeting of Commonwealth Finance Ministers be held in Cyprus.

'Ministers expressed their warm appreciation of the generous hospitality of the Government and the people of Barbados and the excellent arrangements provided for the meeting in the Cave Hill campus of the University of the West Indies.'

ECGD backing for export contracts

Petroleum refinery facilities for Canada

THE EXPORTS Credits Guarantee Department signed a Financia Guarantee on September 25 covering a loan for the procurement, supply and erection of a petroleum refinery, to produce 100,000 barrels a day, and associated units in Canada. Ancillary facilities, covered by the loan, include a pipeline crossing and a main dock structure to be sited on the south bank of the St. Lawrence River at St. Romuald, Province of Quebec.

The contract, worth approximately £24 million, is between Procon (Great Britain) Limited, a wholly-owned subsidiary of Procon Incorporated, of the United States and Golden Eagle Canada Limited, a memberof the United Kingdom based Ultramar Group. The scheduled date of completion of the project is September 1971.

The loan, which is for £14 million and repayable over a period of nine years from date of contract, is being made available by Morgan Grenfell & Co. Limited, acting on behalf of a syndicate of banks comprising Bank of Scotland, Barclays Bank Limited, Clydesdale Bank Limited, District Bank Limited, Lloyds Bank Limited, Midland Bank Limited, National Provincial Bank Limited, Royal Bank of Scotland, Westminster Bank Limited and Williams Deacon's Bank Limited.

£7 million contract for New Zealand

THE EXPORT Credits Guarantee Department signed a Buyer Credit Guarantee on September 25 covering a loan for the building of a Leander Class frigate for the Government of New Zealand.

The vessel is being built by Yarrow (Shipbuilders) Limited, and is scheduled for delivery at the end of 1971. The value of the contact is over £7 million.

The loan is being made available by S. G. Warburg & Co. Limited acting on behalf of a consortium of banks, consisting of Barclays Bank Limited, The British Linen Bank, Clydesdale Bank Limited, Lloyds Bank Limited, Midland Bank Limited, National Westminster Bank Limited, The Royal Bank of Scotland Limited and S. G. Warburg & Co. Limited.

Hospital complex for State of Dubai

THE EXPORT Credits Guarantee Department has signed a Buyer Credit Guarantee covering a loan for the design and erection of a complete hospital complex in the State of Dubai.

Two contracts, totalling £6½ million, are involved. The main contract between Bernard Sunley & Sons Ltd., and HH Shaikh Rashid bin Said bin Maktoum al Hasher, Ruler of the state of Dubai, is for the erection of the hospital, flats, bungalows, dining hall and related road and drainage systems. This major overseas project is the first undertaken in the Middle East by Bernard Sunley & Sons Ltd., and the contract was won after a long period of negotiation. The other contract, for architectural design and professional services, has been awarded to John R. Harris & Sons, architects in association with Widnell & Trollope, quantity surveyors. Completion of the project and commissioning of the hospital is scheduled for October 1972.

The loan, which is for 70 per cent of the value of the contracts, is being made available by Morgan Grenfell & Co. Limited, acting on behalf of a syndicate of banks comprising themselves, Barclays Bank Limited, Midland Bank Limited and Royal Bank of Scotland, and is repayable over a period of five years from date of completion.

DEP courses in export training

TRAINING COURSES aimed at helping Britain to achieve her export target are to be started shortly by the Department of Employment and Productivity. They will deal with training in export office procedures and the first two will be experimental. The results of these will be examined in detail and it is intended that regular courses at fortnightly intervals will begin in January.

These courses will be held at the Department's Instructor Training College, Letchworth, Herts, and will last five days. Both the experimental courses, which open on October 27 and November 17, were quickly fully booked.

They have two objectives: first, that office staff should be given the basic knowledge for them to undertake efficiently the documentation work essential for export; and, secondly, for them to be able to pass on this knowledge in the most effective manner to colleagues in their offices who have not been trained.

One feature of the training at the courses will be for each trainee to take part in practical exercises in the attainment of those two objectives.

This initiative by the Department has been taken at the request of the Joint Committee of Industrial Training Boards on Export Training and it has the support of the Board of Trade. It follows recommendations made in a report, 'Training of Export Staff,' HM Stationery Office; price 6s. 6d.) by the Commercial and Clerical Training Committee of the Central Training Council.

Consideration of mergers by the Board of Trade

IN CARRYING OUT their responsibilities under the Monopolies and Mergers Act, 1965, the Board of Trade announce that on the information at present before them it is not their intention to refer the following proposed merger to the Monopolies Commission under the provisions of that Act:

B.T.R. Industries Ltd., and Leyland and Birmingham Rubber Co. Ltd.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

Imports of coffee

THE BOARD OF TRADE issued Notice to Importers No. 1263 on October 7, dealing with imports of coffee. Imports of 'coffee, *other than husks or skins*, and extracts, essences or concentrates of coffee and preparations based thereon' (Headings 00.01 (A) (C) and (D) and 21.02 (A) of the Customs Tariff) from any source may be made only against individual import licences. The licensing arrangements for the period October 1, 1969 to September 30, 1970 are set out in Notice to Importers No. 1263.

Application for removal of import duty on whole apricot kernels

THE BOARD OF TRADE give notice that they are considering an application for removal of the import duty on apricot kernels, whole, which are classified to Tariff sub-heading 12.08(B) and dutiable at 10 per cent *ad valorem*.

A statement of the applicant's case will be made available to interested parties who wish to make representations in the matter, if they are prepared to give an undertaking to treat the information contained therein as strictly confidential and to allow their comments to be passed to the applicants for reply. Requests for the statement of case, together with an undertaking in the terms set out above, should be addressed in writing to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, not later than October 22, 1969.

Import Duties (Temporary Exemptions) (No. 7) Order, 1969

THE TREASURY has made the Import Duties (Temporary Exemptions) (No. 7) Order, 1969 (S.I. 1969 No. 1416).

The Order provides that nickel sulphate shall be temporarily exempt from import duty until January 1, 1970.

The Order came into operation on October 7, and has been published as Statutory Instrument 1969 No. 1416.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by October 22.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.07	Sodium 2, 4, 5, trichlorophenoxide	Sodium 2, 4, 5, trichlorophenoxide Sodium 2, 4, 5, trichlorophenate	December 31, 1970	13309
29.31	Di (trichloromethyl) sulphone	Bis (trichloromethyl) sulphone	December 31, 1970	13314
81.04	Zirconium alloy ingots, surface trimmed, containing not less than 1·0% by weight nor more than 2·0% by weight of tin as the major alloying element, of circular cross section, of a diameter of not less than 17 inches and not more than 21 inches, and of a length not less than 40 inches and not more than 50 inches.	Zirconium ingots	December 31, 1970	10838

Applications for reimposition of import duty

THE BOARD OF TRADE, Tariff Division, have received applications for the reimposition of import duty from January 1, 1970, on the following items which are at present temporarily exempt from duty.

Tariff Heading	Description	Reference
29.01	Pentamethylbenzene	10858
29.02	2-Bromobenzotrifluoride	3881
	$\alpha\alpha'$-Dibromo-*m*-xylene	5094
	2-Iodobenzotrifluoride	3893
29.07	3-Bromophenol	5113
29.11	2-Naphthaldehyde	882
29.13	1, 3-Dichloroacetone	2915
29.14	Chloroacetic anhydride	258
29.16	3, 4-Dihydroxybenzoic acid	10859
29.22	3-Bromoaniline	1001
29.27	3-Bromopropionitrile	3965
29.32	Triphenylarsine oxide	13053
29.35	2-Acetylpyridine	10861
	2-Chlorothiophen	5007
	5, 6-Dimethylbenzimidazole	5285
	2, 6-Dimethylquinoline	4143

The Postal Packets (Customs and Excise) Regulations, 1969

THE TREASURY has made the Postal Packets (Customs and Excise) Regulations, 1969, setting out revised customs requirements relating to incoming and outgoing postal packets and to goods contained in them. Changes in the present regulations are necessitated by the provisions of the Post Office Act, 1969, and the Postal Services (Channel Islands Consequential Provisions) Order, 1969, and the opportunity has been taken to introduce some other minor changes.

The principal changes in the regulations are as follows:

(a) References to the Postmaster-General and to the Post Office have been replaced by references to the Post Office as established by the Post Office Act, 1969.

(b) Goods may now be sent to the United Kingdom from the Channel Islands by letter post, subject to compliance with the usual requirements regarding the affixing of a 'green label' and completion of a customs declaration. Formerly only the parcel post could legally be used for sending dutiable goods by post to the United Kingdom from the Channel Islands.

(c) The customs declaration in respect of goods sent to the United Kingdom by the insured box post may now be enclosed in the insured box (instead of being attached to the outside) provided that the box bears a green label on the outside.

(d) A time limit is set for the production of any particulars

HINTS TO BUSINESSMEN

The 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and export. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146).

which may be required by the Customs in connection with goods imported by post.

(e) The Post Office is enabled to dispose more expeditiously of packets which cannot be delivered to the addressee because he has failed to furnish the customs with particulars of the contents when required to do so.

(f) Wider discretion is allowed to the Post Office to dispose of packets which are undeliverable because the duty due and demanded on them has not been paid.

These regulations, which replace the Postal Packets (Customs and Excise) Regulations, 1966, as amended by the Postal Packets (Customs and Excise) Amendment (No. 1) Regulations, 1968, came into operation on October 1 and have been published as Statutory Instrument, 1968, No. 1399.

Copies of the regulations are obtainable direct from HMSO.

Rhodesia stock: reported issue

HM TREASURY announce that it has been reported that on September 30, the illegal regime in Rhodesia will float a further loan.

HM Treasury point out that the illegal regime is not capable of incurring legal obligations on behalf of the Government of Southern Rhodesia and that any person who lends money or otherwise gives credit to the illegal regime does so at his own risk.

Permission is not given for United Kingdom residents to subscribe to such loans.

Assessing accident prevention

AN INQUIRY designed to produce a more reliable method of assessing accident prevention performance was announced by Mr. W. J. C. Plumbe, HM Chief Inspector of Factories, in his annual report for 1968 published on October 1 (Cmnd. 4146, HMSO, 12s. 6d.).

The inquiry follows Mr. Plumbe's warning in 1967 – repeated in this report – that it is wrong to use gross totals of reported accidents as an index of safety performance. If an injured employee is absent from work for more than three days his accident must be reported to the Inspectorate. But Mr. Plumbe points out that changed social conditions have altered the meaning of the three-day absence rule.

During 1968 the number of accidents reported to HM Factory Inspectorate on this basis rose by 8,414 to 312,430 – an increase of 2.8 per cent on 1967. The number of fatalities rose by 61 to 625. But he 564 fatal accidents reported in 1967 were the lowest total recorded this century.

The presidents of the British Paper and Board Makers' Association, the National Association of Paper Merchants and the British Federation of Master Printers met recently at a Press conference to announce the moves to metric taken by the country's papermakers, boardmakers, merchants and printers. Pictured, left to right, are: Mr. H. G. Newman (Printers), Mr. M. D. Chater (Merchants), and Mr. K. Weedy (Papermakers).

New metric sizes for books

THE BRITISH FEDERATION of Master Printers and the Publishers' Association have jointly recommended the adoption of five standard metric sizes for book pages. This recommendation is contained in a booklet 'Metric sizes for book production' published by the two bodies. It is expected that suppliers of paper and the publishers, printers and binders of books will put the recommendations into practice by September 1970.

The new sizes are: Metric crown octavo (186 x 123 mm), metric large crown octavo (198 x 129 mm), metric demy octavo (216 x 138 mm), metric royal octavo (234 x 156 mm) and A5 (210 x 148 mm).

Copies of 'Metric sizes for book production' may be obtained from the British Federation of Master Printers, 11 Bedford Row, London, W.C.1, or the Publishers' Association, 19 Bedford Square, London, W.C.1, at 7s. 6d. per copy (5s. for members of the BFMP or PA).

Mechanical Engineering EDC's report: correction

THE REPORT of the Short Term Trends Working Party of the Mechanical Engineering Economic Development Committee (*Board of Trade Journal*, September 24, page 803) carried a statement that production was expected to be 60 per cent up in 1969.

This should be amended to read 6 per cent.

NEDO to investigate food marketing

A MAJOR INQUIRY into the marketing of agricultural and food product has been launched jointly by the Economic Development Committee for Agriculture, Food Manufacturing and the Distributive Trades The inquiry stems from a request by the Minister of Agriculture to the chairmen of the three EDCs to look at the scope for improving marketing of home-produced products at all stages from producer to consumer.

As a first step, there will be an examination in depth of selected commodities, and working groups have been appointed to deal with dairy products and potatoes for processing. It is intended that working groups to investigate other products will be appointed in due course.

The terms of reference of the working groups are:

'To study the market in the United Kingdom for dairy products/potatoes for processing with a view to identifying any obstacles to or weaknesses in, the marketing of home-produced supplies, and to make recommendations to the EDCs for Agriculture, for the Food Manufacturing Industry, and for the Distributive Trades on the actions which their industries and the Government should take to improve marketing so as to enable home-produced supplies to compete more effectively with imports.'

WORK OF BRITISH STANDARDS INSTITUTION

The British Standards Institution (British Standards House, 2 Park Street, London, W.1) is well known as the official standards organization for this country. It also takes an active part in the work of international standards organizations such as ISO and IEC. Apart from standards work, BSI has several other functions. It runs a certification mark scheme, granting licences to manufacturers to use the BSI 'Kite mark' on products conforming to British Standards. It also undertakes testing work for outside bodies. It runs a Technical Help to Exporters scheme, providing firms selling abroad with information on overseas technical regulations applying to their products. It has been designated as the focal point for the British change to the metric system, which means that it co-ordinates the details and timing of the change in each industry, apart from re-writing thousands of British Standards in metric form.

The Register of Restrictive Trading Agreements (Restrictive Trade Practices, Acts 1956 and 1968)

Additions and Amendments to the Register

A LIST of additions and amendments made to the alphabetical index to the register between July 1 and September 30, 1969 is given below; the amendments are shown in italics.

'D' and 'F' Agreements

Also given below, headed 'D' and 'F' Agreements, is a schedule which brings up to date at September 30, 1969 particulars of those agreements which have been determined or varied.

A full explanation of the basis on which these two lists have been compiled, and the meaning of the symbols used, was published in the *Board of Trade Journal* (page 62) on January 10, 1969.

Agreements referred to the Restrictive Practices Court

On April 10, 1959, there was published in the *Board of Trade Journal* (page 859) a list of all agreements in respect of which Notices of Reference (constituting formal commencement of proceedings before the Restrictive Practices Court) had been issued, except those which had already been dealt with by the Court. Subsequent additions have been published at approximately quarterly intervals and the list given below headed 'Agreements referred to the Restrictive Practices Court' brings the position up to date as at September 30, 1969. Anyone who may be in a position to assist the Court with evidence from his own experience of results of any of these agreements which he thinks affect the public interest, is asked to communicate as early as possible with the Treasury Solicitor's Branch, Office of the Registrar of Restrictive Trading Agreements, Chancery House, Chancery Lane London, W.C.2. The agreements shown in square brackets have been abandoned after the issue of a Notice of Reference.

Agreements not to be referred to the Restrictive Practices Court

The Board of Trade may, on the representation of the Registrar, give directions discharging him, during their continuance in force, from the duty of referring an agreement to the Restrictive Practices Court. Quarterly lists, headed as this paragraph is headed, have been published in the *Board of Trade Journal* giving details of agreements in respect of which such directions have been given and are in force. These agreements are indicated in the index to the Register by the symbol 'B'. No directions have been received from the Board of Trade during the quarter July/September 1969.

Inspection of the Register

The Register may be inspected at a fee of 1s. per day, between 10 a.m. and 4.30 p.m. on any weekday except Saturday and certain holidays at any of the following addresses:

Office of the Registrar of Restrictive Trading Agreements,
Chancery House, Chancery Lane, London, W.C.2
9 Hope Street, Edinburgh, EH2 4EL
21 Linenhall Street, Belfast, BT2 8BY

The indexes to the Register, one as published in the *Board of Trade Journal* and one in which commodities are grouped by classes, may be inspected at these addresses free of charge.

Additions and Amendments to the Register

Registered No. of Agreements	Commodity
	A
3046	Aluminium semi-manufactures, *add D.5/69*
	C
3272	Cold bituminous emulsion products, Scotland, D.3/67
	E
3164	Electrical goods, electrical installation, E.2/68
3216	Electrical goods, electrical installation, E.2/69
3217	Electrical goods, electrical installation, E.11/68
3219	Electrical goods, electrical installation, E.3/69
3220	Electrical goods, electrical installation, E.2/68
3221	Electrical goods, electrical installation, E.2/69
3222	Electrical goods, electrical installation, E.5/68
3223	Electrical goods, electrical installation, E.12/68
3224	Electrical goods, electrical installation, E.1/69
3161	Electricity meters
	F
474	Foundry and forged pig iron, C.4/68, *add D.6/69*
	G
3008	Groceries
	H
552	Hardware, *delete F.7/59*
	I
684	Indicating equipment, *add D.6/69*
2835	Iron and steel products, *add D.8/69*
	M
421	Milk powder, *add D.2/69*
	N
3269	Newspapers (Sunday)
3270	Newspapers (Sunday)
3274	Newspapers (Sunday)
3277	Newspapers (Sunday)
3278	Newspapers (Sunday)
	R
3275	Record sleeve making machines,
3208	Refrigerating equipment, E.7/65
3209	Refrigerating equipment
	S
3079	Ships stores
3271	Steel castings, D.9/60
3273	Supertension cables

'D' and 'F' Agreements

Registered No. of Agreements	Commodity	Area	D or F	Date
421	Milk powder		D	Feb. 1965
474	Foundry and forged pig iron		D	June 1969
684	Indicating equipment		D	June 1969
2835	Iron and steel products		D	Aug. 1969
3046	Aluminium semi-manufactures		D	May 1969
3271	Steel castings		D	Sept. 1960
3272	Cold bituminous emulsion products	Scotland	D	Mar. 1967

Agreements referred to the Restrictive Practices Court

Registered No. of Agreement	Commodity
789	Agricultural machinery

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room* 437, *Board of Trade,* 1 *Victoria Street, London, S.W.*1 (*Tel,* 01-222 7877, *Ext,* 2653/6) *and not to HMSO.*

Restrictive Trade Practices Act 1968: Ten agreements not being investigated

THE BOARD OF TRADE have given directions to the Registrar of Restrictive Trading Agreements under Section 9(2) of the Restrictive Trade Practices Act 1968, discharging him from his obligation to take proceedings in the Restrictive Practices Court in relation to the ten agreements listed below.

Section 9(2) of the Restrictive Trade Practices Act 1968, provides that the Board of Trade may, upon representations from the Registrar, give such directions in respect of agreements where the relevant restrictions are 'not of such significance' as to call for investigation by the Court.

Number on the Register	Parties
600	The Briar Pipe Trade Association
889	The Coal Preparation Plant Association
970	The London Jute Association
1151	Mobil Oil Co. Ltd., Western Motor Holdings Ltd., and Western Petroleum Products Ltd.
1200	The National Hosiery Manufacturers' Federation
1201	The National Hosiery Manufacturers' Federation and the Textile Distributors' Association
1343	Mobil Oil Co. Ltd., City Motor Co. (Oxford) Ltd. and Home Counties Petroleum Products Ltd.
3081	The Shipbuilders' and Repairers' National Association
3141	The National Association of Steel Stockholders
3214	The British Firework Manufacturers' Safety Association

Notes:

Section 9 of the 1968 Act allows the Board of Trade to free agreements on the public Register from examination by the Restrictive Practices Court. The new procedure is rather less cumbersome than that under Section 12 of the 1956 Act and a rather wider area of agreements is expected to be covered by it. The previous provision applied only to agreements of 'no substantial economic significance'; the new provision allows agreements to be freed from investigation by the Court if the restrictions in them are 'not of such significance as to call for investigation by the Restrictive Practices Court'.

The practical importance of this use of the new power is that it shows that any future registration of an agreement does not lead inevitably to examination of the agreement by the Court; industry can, therefore, be less hesitant in future about making and registering agreements in such circumstances.

This is the third time that the Board of Trade have made use of Section 9. They have previously issued directions in respect of 41 agreements. Such agreements are available for inspection in the Public Room at the Office of the Registrar of Restrictive Trading Agreements, Chancery House, Chancery Lane, London, W.C.2.

Firms or associations proposing to enter into a registrable agreement or make a registrable recommendation may approach the Registrar informally for a prior indication of the likelihood of it being eventually the subject of a direction under Section 9(2). How clear an indication can be given in any particular case must depend on all the circumstances, including the degree of restriction of competition which is contemplated and the extent to which a full explanation can be made of what is envisaged. But short of a binding promise, which cannot be given, the Registrar will be as helpful as he can.

Prevention of Fraud (Investments) Act 1958

Dealers in Securities

THE FOLLOWING changes have taken place during September in the lists of Dealers in Securities under Sections 3 and 16 of the Prevention of Fraud (Investments) Act 1958.

Additions

Eurodeal Limited, 41 Bishopsgate, London, E.C.2

P. J. Cropper & Company Limited, 24 City Road, London, E.C.1

Deletion

Rudolf Munemann (Great Britain) Limited, Rex House, 38 King William Street, London, E.C.4

Change of Address

The address of Investment Advisers Limited is now 15 Copthall Avenue, London, E.C.2

Change of Name

The name of Wintex Finance and Discount Company Limited has been changed to Wintex Securities Limited

Exempted Dealers

Addition

Julius Baer International Limited, 38 Mincing Lane, London, E.C.3

Deletion

J. H. Vavasseur & Co. Limited, 15 America Square, London, E.C.3

Change of Address

The address of County Bank Limited is now 75 Cornhill, London, E.C.3

AUTHORIZED UNIT TRUST SCHEMES

The following amendments have taken place in the list of unit trust schemes authorized under Section 17 of the Act and published in Part V of the 1969 Particulars of Dealers and of Unit Trusts.

Additions:

Group and/or Name and Address of Management Company	Name of Scheme	Name and Address of Trustee
Scotbor Securities Limited, 36 Castle Street, Edinburgh	Scotbor Dollar Accumulator Fund	General Accident Fire and Life Assurance Corporation Limited, General Buildings, Perth, Scotland
Pearl Montagu Trust Managers Limited, 114 Old Broad Street, London, E.C.2	Pearl Montagu Unit Trust	Midland Bank Executor and Trustee Company Limited, Poultry, London, E.C.2
First Investors and Savers Unit Managers Limited, 55 Bishopsgate, London, E.C.2	First Investors and Savers Capital Fund	Martins Bank Trust Company Limited, 6 Water Street, Liverpool 2
First Investors and Savers Unit Managers Limited, 55 Bishopsgate, London, E.C.2	First Investors and Savers Income Fund	Martins Bank Trust Company Limited, 6 Water Street, Liverpool 2
First Investors and Savers Unit Managers Limited, 55 Bishopsgate, London, E.C.2	First Investors and Savers Exempt Fund for Charities	Martins Bank Trust Company Limited, 6 Water Street, Liverpool 2
First Investors and Savers Unit Managers Limited, 55 Bishopsgate, London, E.C.2	First Investors and Savers Exempt Fund for Pension Schemes	Martins Bank Trust Company Limited, 6 Water Street, Liverpool 2
Barclays Unicorn Limited, Unicorn House, 252/6 Romford Road, London, E.7	Unicorn Growth Accumulator Trust	Royal Exchange Assurance, Royal Exchange, London, E.C.3

Changes:

The name of Intrust Fund has been changed to Unicorn Trustee Fund.

The address of Belfast Bank Executor & Trustee Company Limited is now 2 Bridge Street, Belfast, N. Ireland.

Time Rates of Wages and Hours of Work

A volume of tables giving particulars of the minimum, or standard, time rates of wages for the more important industries and occupations, and of the normal weekly hours for which these rates are payable. The details given relate to the position as at 1st April, 1968, but any later changes known to have come into operation are shown. 37*s.* 6*d.* (*by post* 39*s.*)

*Government publications can be purchased from the Government Bookshop in London (post orders to P.O. Box 569 S.E.*1*), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.*

HMSO

Show me where to build a factory with 25% off the building costs.

THE BOARD OF TRADE CAN SHOW YOU. They will give you the facts about the Development Areas, send you literature and arrange a meeting to answer your questions about these areas. They will also tell you about the opportunities soon to be available in the new Intermediate Areas.

WRITE TO: Industrial Expansion at the Board of Trade, 1 Victoria Street, London, S.W.1. Telephone: 01-222 7877 Ext. 3333. Or your nearest Board of Trade Regional Office. Or send the coupon—when you will receive the booklets—"Room to Expand".

Contact Industrial Expansion at the Board of Trade.

Development Area Grants

Any businessman who wants to put up a new factory can see the immediate advantages of getting a grant to cover 25% of the building costs. This is what you can get in the Development Areas. In some cases you can even get 35%.

There are Investment Grants of 40% for new manufacturing plant and machinery.

There is more labour available. And for every man you train for a newly created job, there is a grant of £10 per week.

There are Regional Employment Premiums of £97.10 p.a. (£78 p.a. from April 1970) for *every* man on the payroll.

By getting in touch with the Board of Trade you get more than facts and literature. After discussing your requirements with you, the Board of Trade will show you what the Development Areas have to offer, help you find a site or factory which will meet your needs, and arrange for you to meet people on the spot (including businessmen who have already made the move).

The Development Areas are in Scotland, Wales, the North, Merseyside and the South-West. Similar benefits are available in Northern Ireland.

To: "INDUSTRIAL EXPANSION", The Board of Trade, 1 Victoria Street, London, S.W.1.

Please send me "Room to Expand", the illustrated explanatory literature.

Name_____

Position in Company_____

Company Name_____

Address_____

B.T.J.26

New industry for Gowerton

MR. ANTHONY CROSLAND, President of the Board of Trade, announced on October 2 that the Board of Trade Advance Factory of 10,000 sq. ft. at Victoria Road, Kingsbridge Common, Gowerton, has been allocated to Butler Mouldings Ltd. of Haverhill, Suffolk.

The company, which was established in 1955, are producers of glass fibre boats and contract mouldings for a wide range of Government Departments, Local Authorities and industrial concerns. The company has been particularly successful in the development of glass fibre racing dinghies and last year initiated the development of a 23 foot 4-berth racing cruiser to be known as the Achilles. They have participated in several joint venture missions, sponsored by the Board of Trade with the BNEC and the Ship and Boat Builders' Federation, to the United States and Canada where their range of boats and dinghies was exhibited at a number of major boat shows. As a result it is confidently expected that large sales of the craft will be made in North America next year.

Because of their inability to find recruits at Haverhill, and to enable their production facilities to be enlarged, Butler Mouldings Ltd. have undertaken a careful investigation of the possibilities of transferring completely to a Development Area. They believe that the Gowerton factory will meet their requirements both with regard to labour supply and communications with customers at home and overseas.

About 16 workers will be employed initially and will be given training in plastics and fibre glass techniques to an extremely high standard of skill. The labour force is expected to be progressively increased to a total of 45 almost all of whom will be men.

Ulster attracts new industry from Holland

MR. ROY BRADFORD, Ulster's Minister of Commerce, announced on September 26 that Lijstenfabriek Dece of Rotterdam are to set up an 18,000 sq. ft. project for the manufacture of picture frame mouldings on the Government's industrial site at Chanterhill, Enniskillen, Co. Fermanagh. Initial employment for 12 people will rise after three years to 80, of whom over 65 will be men. A new company to be known as Peeters Picture Frames Limited is being formed to undertake the project which will use temporary accommodation in the Enniskillen area awaiting completion of the new factory.

During the initial years of operation the coating, colouring and finishing of mouldings imported from Rotterdam will be carried out, the finished mouldings being returned for despatch to customers in Holland, the United Kingdom and the United States of America. At a later stage the complete manufacturing operation will be undertaken at Enniskillen.

TI announce second expansion scheme for Washington tube plant

ADDRESSING 150 customers from all over the United Kingdom at Washington, Co. Durham, on September 25, Mr. R. R. Gilchrist, managing director of Tube Products Ltd. revealed that TI is to spend a further £140,000 on a new 24,000 sq. ft. factory bay at the Washington site of its tubemaking subsidiary. Less than nine months ago (see *Board of Trade Journal*, January 24, page 210), TI announced a £200,000 expansion scheme for the same plant, involving the installation of two new tube weld mills of unique design. These novel 'Delta' mills, now operational, were revealed publicly for the first time, to customers visiting the factory.

Ferranti to double size of Barrow-in-Furness semiconductor plant

THE ELECTRONICS DEPARTMENT of Ferranti Ltd. has announced plans to double the size of its semiconductor assembly plant at Ormsgill, Barrow-in-Furness, Lancs. This expansion, which will double the size of the present 26,000 sq. ft. factory, will provide a production capacity of more than 20 million semiconductor components per annum. The present production capacity at Barrow is 9 million components per annum.

Sir Alan Wilson, FRS, chairman of Glaxo Group Ltd., cut the first sod recently on the site of the new antibiotics factory to be built for Glaxo Laboratories Ltd. at Cambois, Bedlington, Northumberland. The plant is due to begin production in early 1971 and will incorporate many technological advances, making it one of the most sophisticated and important factories of its type in Europe. It will involve an initial investment of over £5 million. Development at Cambois will form an important part of a widespread expansion of the company's primary and secondary production resources at several key plants in the United Kingdom.

Ferranti's plans for the new extension will provide a further employment boost for the Barrow area. The present workforce of some 250 workers will be increased to over 700 employees by the end of 1970.

Patents endorsed 'Licences of Right,

UNDER SECTION 35 of the Patents Act, 1949, the following patent were endorsed 'Licences of Right' on the dates specified:

Number	Grantee	Sub-Matter
	August 27, 1969	
821,149	Dow Chemical (U.K.) Limited	Threads of thermoplastic material and their manufacture.
890,556	Regie Nationale des Usines Renault	Improvements relating to internal combustion cylinder heads.
892,748	Regie Nationale des Usines Renault	Friction clutches.
955,569	Standard Telephones & Cables Ltd.	Circuit arrangement for a transmission system for sound events.
957,456	Standard Telephones & Cables Ltd.	Circuit arrangement for a key-controlled intercommunication system of the type in which each substation set is provided with a facility for calling any other station.
957,457	Standard Telephones & Cables Ltd.	Circuit arrangement for a transmission system of sound events.
963,995	Regie Nationale des Usines Renault	Internal combustion engine valve gear arrangements.
991,366	Standard Telephones & Cables Ltd.	Radio navigation receiver arrangement.
992,884	Standard Telephones & Cables Ltd.	A method of and a circuit arrangement for transmitting signal information over telecommunication systems.
994,975	Standard Telephones & Cables Ltd.	Angle indicator.
998,508	G.A. Messen-Jaschin	Electrostatic precipitators.
999,155	G.A. Messen-Jaschin	Electrostatic precipitators.
1,084,104	Regie Nationale des Usines Renault	Improvements in pressure-limiting valves for hydraulically operable brake systems.
1,095,278	Herbert Moellen	Spectators terraces.
1,111,843	Regie Nationale des Usines Renault	Catches.
1,113,528	G.A. Messen-Jaschin	Installations for removing from the atmosphere exhaust gases produced by vehicles powered by internal combustion engines.
1,119,048	Agfa-Gevaert Aktiengesellschaft	Process for bleaching out sensitizers.
1,126,401	G.A. Messen-Jaschin	Installations for purifying air in the streets of large towns.
1,130,517	G.A. Messen-Jaschin	Electrostatic dust precipitators.

(Continued on next page)

Number	Grantee	Subject-Matter
1,131,604	G.A. Messen-Jaschin	Electrostatic dust precipitators.
1,137,391	Dennis Percy Bertlin & Peter Cleurs Mornement	Breakwaters.
	September 4, 1969	
988,418	Glaverbel	Improvements in or relating to glass manufacture.
989,413	Glaverbel	Improvements in or relating to the manufacture of glass ribbons.
	September 8, 1969	
1,084,715	Sperry Rand Corporation	Metallizing solutions and processes.
995,943	Glaverbel	Improvements in or relating to the manufacture of flat glass.
1,042,047	Glaverbel	Improved protective salts both for use in glass ribbon manufacture.
1,099,044	Glaverbel	Apparatus for the production of ribbed glass sheets.
1,019,777	Laboratoire d'Analyses & de Recherches Mauvernay-Centre European de Recherches Fondamentales et Appliquees (CERFA)	Pharmaceutical compounds.
1,024,955	Brown, Boveri & Company Limited	Inverters.
	September 9, 1969	
867,539	Agfa Aktiengesellschaft	Film materials comprising an antistatic layer.
1,023,912	Jarmufejlesztesi Intezet	A device acting with silicone oil for damping torsional vibrations principally for motors.
1,024,007	Emil Alfred Zogbaum	A load-bearing structure for an elevated railway.
1,006,957	George Ellison Limited	Improvements in or relating to beds.
1,074,754	Anciens Etablissements Bac	Improvements in blind nuts.
1,117,859	Rotenburger Metallwerks GmbH	Chain cutter for de-branching and debarking trees.
	September 10, 1969	
967,164	Coal Industry (Patents) Limited	Mine roof support systems.
987,505	Coal Industry (Patents) Limited	Improvements in mineral mining machines.
1,027,899	Chemische Werke Witten Gesellschaft Mit Beschrankter Haftung	Improvements in and relating to copolyesters.
1,038,513	Commissariat a L'Energie Atomique	Improvements in methods of preparing uranium by magnesiothermy.
1,039,904	Commissariat a L'Energie Atomique	Grapnel-like means of remote gripping of radio-active loads.
1,054,640	Coal Industry (Patents) Limited	Improvements in advancing mine roof support control systems.
1,073,580	Chemische Werke Witten Gesellschaft Mit Beschrankter Haftung	Improvements in and relating to copolyesters.
1,086,701	Coal Industry (Patents) Limited	Mineral mining machines.
	September 11, 1969	
925,435	Standard Telephones & Cables Ltd.	Improvements in magnetic contact devices.
939,134	Standard Telephones & Cables Ltd.	Electrical translator with a learning character.
958,453	Standard Telephones & Cables Ltd.	Electrical translator with a learning character for non-binary signals.
992,170	Standard Telephones & Cables Ltd.	Distinguishing matrix that is capable of learning, for analog signals.
1,002,405	Standard Telephones & Cables Ltd.	Method of effecting the non-destructive read-out for magnetic-core storage matrices (learning matrices).
1,005,941	Schutz Apparate-gesellschaft Paris & Co. MBH.	Improvements relating to testing devices for testing protective switches.
1,007,354	Schutz Apparate-gesellschaft Paris & Co. MBH.	Improvements relating to fault current protective switches.
1,008,365	Standard Telephones & Cables Ltd.	Externally adjustable matrix-shaped translator.
1,024,769	USM Corporation, formerly known as United Shoe Machinery Corporation	Material comprising Collagen Fibres, etc.
1,033,190	Standard Telephones & Cables Ltd.	Translator circuit.
1,045,377	A.B. Dick Company	Modulated scanning system.
1,046,688	Standard Telephone & Cables Ltd.	learning, for analog signals. Distinguishing matrix that is capable of learning, for analog signals.
1,050,436	Coal Industry (Patents) Limited	Manes for accommodating and guiding mining machine supply and other cables.
1,065,911	USM Corporation formerly known as United Shoe Machinery Corporation	Material comprising Collagen Fibres, etc.
1,089,738	Le Metallique Belge 'Chamebel' Societe Anonyme	Process for producing constructional building members.
1,112,252	USM Corporation formerly known as United Shoe Machinery Corporation	Material comprising Collagen Fibres, etc
	September 16, 1969	
858,473	Adolf Schondorff	Wheels, etc., rotary members reconditioning machines.
956,215	The Dow Chemical Company	Soid copolymers of alkylene oxide, etc.
973,297	The Dow Chemical Company	Tear strip packaging.
1,016,523	The Dow Chemical Company	Epoxy novolac compositions, etc.
1,027,308	Commissariat A L'Energie Atomique	Device for decimal numeration system.
1,027,781	Commissariat A L'Energie Atomique	Casting metals.
1,032,775	Commissariat A L'Energie Atomique	Converters of nuclear energy, etc., into electric energy.
1,038,113	Commissariat A L'Energie Atomique	Devices for analyzing nuclear phenommous.
1,038,114	Commissariat A L'Energie Atomique	Devices for recording information on magnetic tape.
1,053,007	Societe Nationale Des Petroles Diaquitaine	Apparatus for nylon by tube polymerization.
	September 19, 1969	
819,986	Standard Telephones & Cables Ltd.	Telecommunication systems supervision arrangements.
836,659	Standard Telephones & Cables Ltd.	Radio beacon systems.
894,920	Standard Telephones & Cables Ltd.	Pulse shaping circuit.
897,838	Regie Nationale Des Usines Renault	Improvements in or relating to differentials of vehicles.
989,535	Ducato Ellettrotecnica S.A.p.	Contactless regulator for charging motor vehicle batteries.
1,026,301	Regie Nationale Des Usines Renault	Improvements in circuit breakers especially for semi-conductor circuits.
1,028,304	A. B. Dick Company	Facsimile systems.
1,029,479	Standard Telephones & Cables Ltd.	Electronic private branch exchange.
1,032,158	Regie Nationale Des Usines Renault	Improvements in or relating to engine mountings.
1,046,357	Standard Telephones & Cables Ltd.	Selecting system.
1,053,299	Standard Telephones & Cables Ltd.	Variable tuned circuit.
1,060,616	Standard Telephones & Cables Ltd.	Electrical test instrument.
1,060,902	Council of Scientific and Industrial Research	Abrasion resistance and characteristics.
1,084,240	Regie Nationale Des Usines Renault	Devices for damping angular velocity fluctuations.
1,094,099	Regie Nationale Des Usines Renault	Pressure limiters for hydraulic brakes.
1,095,510	Societe Sucriere d'Etude Et De Conseils SA.	Root crop topping machines.
1,016,250	Regie Nationales Des Usines Renault	Camshafts for OHC engines.
1,128,933	Regie Nationale Des Usines Renault	Improvements in light signalling devices for vehicles.
	September 23, 1969	
1,022,929	Commissariat A L'Energie Atomique	Leak-tight joint.
1,027,094	Commissariat A L'Energie Atomique	Pressure vessel for nuclear reactor.
1,027,095	Commissariat A L'Energie Atomique	Swimming pool reactor.
1,027,219	Commissariat A L'Energie Atomique	Thermocouple plug.
1,028,113	Commissariat A L'Energie Atomique	Forced-convection furnace.
1,029,628	Commissariat A L'Energie Atomique	Chromatograph extraction.
1,029,662	Commissariat A L'Energie Atomique	Electron bombardment welding machine.
1,030,465	Commissariat A L'Energie Atomique	Mixed oxides of actinides.
1,030,613	Commissariat A L'Energie Atomique	Iron – aluminium alloys.
1,031,873	Commissariat A L'Energie Atomique	Apparatus for dissolving nuclear materials.
1,031,884	Commissariat A L'Energie Atomique	Apparatus for concentration of dangerous solutions of liquids.
1,032,293	Commissariat A L'Energie Atomique	Anodic metal dissolution.
1,030,046	Commissariat A L'Energie Atomique	System for supporting structures subject to variations.
1,034,247	Commissariat A L'Energie Atomique	Obtaining the surface flatness of a thin.
1,034,505	Commissariat A L'Energie Atomique	Sintered uranium and plutonium compounds.
1,035,130	Commissariat A L'Energie Atomique	Evaporator for processing radio active solutions.

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT,
Comptroller.

The Patent Office.

RSA industrial design bursaries

THE Royal Society of Arts is offering industrial design bursaries to a total value of £12,600 in the 1969 Industrial Design Bursaries Competition.

The scheme will be divided into three parts: three travelling bursaries, of £200 each, for assistant teachers of industrial design; a travel grant of £400 for a designer in the textile industry; and a student bursaries competition.

Inquiries regarding these bursaries should be addressed to: The Assistant Secretary (Bursaries), Royal Society of Arts, John Adam Street, Adelphi, London, W.C.2.

'USING EFTA.' *To inform the EFTA businessman of his opportunities in the markets of the member countries, the EFTA Secretariat in Geneva has produced a* 161*-page book entitled 'Using EFTA' which describes the conditions of the eight national markets and outlines briefly the procedures for claiming EFTA tariff treatment. Copies, together with other publications about EFTA (including the Secretariat's regular 'EFTA Bulletin'), can be obtained free of charge from the Board of Trade's EFTA Information Centre,* 1 *Victoria Street, London, S.W.*1 *(Tel,* 01-222 7877, *Ext.* 2479/2480).

Government surplus sales by auction

MINISTRY OF DEFENCE

1969	Stores	Location	Auctioneers
October 14-17	Vehicles, road making equipment	Ordnance Storage and Disposal Depot, Ruddington, Notts.	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Lane, Bridlesmith Gate, Nottingham. (Tel. 54272).

Limousines; saloons; estate cars; light vans; commercial vehicles including, heavy duty breakdown trucks fitted 10-ton cranes with telescopic jibs; coaches (5-52 seaters); Leyland 'Hippo' trucks; hydraulic tippers; A.E.C. 'Matadors'; Thames vans (Series 500E); Scammell tractors and breakdown vehicles; fire tenders; trailers (10-cwt. to 20 tons capacity); Albion 10-ton trucks; excavators by Ruston Bucyrus (19RB) and Blaw Knox; mobile cranes by Coles, Jones, Neals, Ransomes & Rapier, Hyster and Taylor; angledozers and tractors by Caterpillar (D4.D8) and Fowler 'Challenger'; fork lift trucks; factory trucks; snow ploughs; loading shovels; dumpers; road rollers; graders; agricultural tractors; Morris 'Minibuses'; motor cycles, etc.

October 21-23	Miscellaneous stores	The Lido Hall, Winchester	Richard Austin & Wyatt (Dept. L), 79 High Street, Fareham, Hants. (Tel. 4211).

Perkins P6 and P4 and Enfield HO2 and VS1 diesel engines; 5-ton overhead travelling crane; Fowler diesel locomotive 150 h.p.; Blaw Knox concrete mixer; road surfacing scrapers; dumpers; diesel driven road rollers; Tasker 2-wheel trailer generating set and 4-wheeled radar cabin; portable welding plant diesel driven; water pumps; fire pump trailers; generators; 3-tons bridging steel; 15-ton hydraulic jacks; charging sets; steel safes; miscellaneous engineering and electrical equipment; wireless and communication spares; machine tools; M.T. spares; binoculars; watches; surveying equipment; electrical cable; DMS and leather ankle boots; greatcoats; shirts; large quantities vests and drawers; raincoats; battle dress; white and coloured blankets; khaki and drill trousers scrap leather, rubber and webbing; household and office furniture; kitchenware; cutlery and glassware, etc.

October 29	Vehicles and miscellaneous stores	Auctioneers premises	Woolland, Son & Manico (Dept. L), Kinterbury House, St. Andrew's Cross, Plymouth. (Tel. 69292).

Austin K2 vans; Land Rovers; Ford 500E 2-ton vans; Ford Thames ET6 5-ton vans; Morris J2 mini-buses; Brockhouse trailers; Morris LDM30 commercial van; miscellaneous wireless; receivers and spares; fire pump equipment; portable hand cranes; hydraulic conveyor; pneumatic hoists; telescopic screw jacks; wooden boxes; aluminium tinplate for boxes; miscellaneous hand tools; batteries; vehicles spares; large quantity linen-backed litho paper; miscellaneous crockery and kitchenware; furniture including sideboards; chests of drawers; filing and bathroom cabinets; lockers; chairs; tables; wardrobes, etc.; clothing and textiles including battle dress; ankle boots; shirts; shorts; serge jackets and trousers; carpets; curtains; blankets; mattresses and pillow slips; sheets; kitbags; linoleum, various sizes; woollen rags, etc.; and large assortment of miscellaneous general stores.

November 4	Miscellaneous stores, vehicles	Central Ordnance Depot, Bicester	Midland Marts, Ltd. (Dept. L), Market Square, Bicester, Oxon. (Tel. 2073).

Brockhouse trailers; Ford 500E 2-ton vans; Land Rovers; ET6 5-ton vans; Morris mini-buses; Morris LDM commercial van; Blaw Knox concrete mixer; Douglas 1-ton factory truck; rotary snow ploughs; conveyor type road sweeper; 4-wheeled road sweeper trailer; fire pump equipment; Matchless motor cycle spares; MT spares; tools and equipment; Mack truck, 6 by 5 LHD; ankle boots (unworn); women's jerseys and vests; poplin shirts and collars; mackintoshes; drawers and vests; battle dress; denims; tartan trews; mixed rags; furniture and kitchenware; and other general stores.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to dates of sales, price 1s. 0d. (postal order only).

SALE BY AUCTION. By order of the Secretary of State for Defence. Sale of ex-Government buildings at Station Road Camp, Vauxhall Barracks, Didcot, Berks., also water tower at Grove near Wantage. Auction sale on October 16 on the premises. Catalogues from Adkin, Belcher and Bowen, 10 High Street, Abingdon (Tel. 1078/9).

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NATIONAL REFERENCE LIBRARY OF SCIENCE AND INVENTION (Holborn Division)

'Knowledge is of two kinds. We know a subject ourselves, or we know where we can find information upon it' – Dr. Samuel Johnson, April 18, 1775.

Dr. Johnson did not, of course, know the National Reference Library of Science and Invention (Holborn Division), which was set up in 1855 under the name of the Patent Office Library, but he was clearly in sympathy with its function. 138,000 people in 1966 came to find scientific and technical information available on the Library's shelves. Ten miles of literature, including 9,000 current periodicals, are freely open to the public without formality. Photocopies at 9d. a page can be provided quickly by post and immediately to personal callers. Do your staff make enough use of these facilities? The Library is at Southampton Buildings, Chancery Lane, London, W.C.2. Hours are 10 a.m. to 9 p.m. weekdays, 10 a.m. to 1 p.m. Saturdays.

New Books

Trade Agreements for Developing Countries, by Gilbert P. Verbit. (260 pages. Columbia University Press. £3 16s.) The basic aim of a trade agreement is the removal of amelioration of restrictions on trade so as to increase its volume and thereby enhance the economic well-being of the parties. Since the governments of developing countries have accepted the acceleration of economic growth as perhaps their most important function, it is not surprising that they have turned to trade agreements as one possible means of achieving this goal. The author, who negotiated several trade agreements on behalf of the Government of the Republic of Tanzania while serving as Legal Adviser to the Ministry of External Affairs of that nation, examines the various forms that trade agreements entered into by developing nations have taken during recent years. He finds that despite the existence of a General Agreement on Tariffs and Trade (GATT) developing countries have been and will continue to negotiate trade agreements. The most significant of these agreements are those regional trading agreements which are permitted as exceptions to GATT. A second broad category are those agreements between developing countries and those countries with centrally planned economies; the latter are therefore unlikely to conduct their trade within the GATT framework. The third type of agreement is that negotiated between a developing country which is a GATT member and a developing country which has not joined the Agreement. Finally, there are those trade agreements which are entered into in derogation of GATT by countries who believe that GATT has no role to play in their trade negotiations or who wish to grant each other special treatment not provided for in GATT. The author deals with the substantive provisions which may be found in the trade agreements of developing countries. In each case, an attempt has been made to identify a problem which may arise in the trade relations of developing countries and to indicate the way in which that problem might be dealt with in a trade agreement.

Problems of British Entry into the EEC: Reports to the Action Committee for the United States of Europe. Chatham House and PEP. *European Series No.* 11 (108 pages. Research Publications, 11 Nelson Road, Greenwich, London SE10. 10s.) Chatham House and PEP have now published in their joint *European Series* the reports produced by top-level experts for M. Monnet's Action Committee for the United States of Europe. The reports consider solutions to the problems of British entry in the monetary, agricultural, technological and institutional fields. The report on agriculture is written by M. Edgard Pisani (a former French Minister of Agriculture); those on monetary matters by Sir Guido Carli (Governor of the Bank of Italy) and by Professor Robert Triffin; that on technological development by Lord Plowden and by Professor Karl Winnacker (Director General of Hoechst); and that on institutional affairs by Professor Walter Hallstein (former President of the EEC Commission).

Printing for Export, by Richard Negus. (23 pages. Available free from BNEC, 6/14 Dean Farrar Street, London SW1). This is a practical guide for all exporters who wish to publicize their products to overseas buyers. The author gives practical advice on the production of a piece of print for export, the design of print for export, the problem of accurate translation, the correct use of colour and export advertising. He also lists a number of useful organizations and gives brief information on how these organizations can help the exporter.

The Hotel and Catering Economic Development Committee have published a standard system of accounts for British hotels, **A Standard System of Hotel Accounting.** (125 pages. Available from HMSO at 20s.; by post 21s. 6d.), together with an introduction to the system for the non-accountant, **Hotel Accounting: Introduction to A Standard System.** (45 pages. Available from HMSO at 7s. 6d.; by post 8s.). The system was developed in association with, and partly financed by, the industry trade associations (the Brewers' Society, the British Hotels and Restaurants Association and the Caterers' Association) and over 20 hotel companies. The Universities of Strathclyde and Surrey also participated. The system was produced for the EDC by Turquand Youngs and Layton-Bennett, who co-operated closely with an Advisory Committee established by EDC. Based on what is claimed to be the best accountancy practice in British hotels, the system pays particular attention to the needs of the smaller hotels, but in its fully extended form is appropriate for large hotel groups. The two main objectives of the system are to provide hotel managements with the means of applying sound methods of financial control and to prepare the groundwork on which to build an industry by using a wide inter-unit comparison scheme. The Hotel and Catering EDC has already taken action to encourage the use of the system. It is contributing financially to the development of the work of the University of Surrey's Centre for Inter-Hotel and Catering Comparisons, which is to be based in the future on the standard system.

Containerization: A Modern Transport System, by G. Van den Burg. (219 pages. Hutchinson. £3 3s.). Containers are here to stay. They have proved their worth. Obviously, the man who pays the freight bill determines the value of a transport method. It is in everybody's interest, therefore, to learn how best to use containers. This book which is an analysis of the new transport system should be helpful to those requiring background information on containers. It covers maritime, air transport, and surface transport. Future developments are discussed. the author looks forward to the 1970's when it will be theoretically possible for only eleven Lockheed C-5A's to carry the whole volume of the North Atlantic trade. One major problem touched on in only eight pages is that of labour. The empty container berths at Tilbury, where shippers are finding it more economical to divert container ships to European ports, for distribution to the United Kingdom, point to the importance of labour problems, and the rapid major changes which containerization is bringing about.

Index of Members of the Translators' Guild. The Institute of Linguists. (131 pages. The Institute of Linguists, 91 Newington Causeway, London SE1. £1 10s.) There is a constant demand from exporters and businessmen for the services of good translators, and there are several ways of finding the appropriate one for a specific subject and language. These methods were outlined in a short article in the *Board of Trade Journal*, January 24, 1969, page 235 which also included notes on two other directories, the *International Directory of Translators and Interpreters, 1967*, edited by B. Pond. (298 pages. Pond Press. £4) and the *Directory of Technical and Scientific Translators and Services*, compiled and edited by Patricia Millard. (136 pages. Crosby Lockwood and Son Ltd. £2 10s.). Additionally, the British Institute of Management published in February 1969 *Languages for Managers: A Survey of World Business Languages.* (24 pages. BIM Management House, Parker Street, London WC2. Available free to collective subscribers of BIM), which sets out to help the manager in deciding the languages in which export staff should be trained. It also draws the reader's attention to the importance of languages during the next two decades and the languages for export literature.

The Translators' Guild of the Institute of Linguists comprises those Fellows and Members of the Institute who work as technical, scientific or literary translators and who have demonstrated their ability to produce translations of high quality. This new index is published to help inquirers to find members of the Guild who are best fitted to undertake a given piece of work. As most translators are required to provide a translation of a document on a particular subject from its original language into one or more other languages, the index is arranged to facilitate this process. The major sections are therefore the main subject index which lists translators according to the subjects in which they specialize and the alphabetical name index which gives addresses, telephone numbers etc., and brief biographical details supplied by the members. A useful less common languages index is also provided together with notes on the scale of minimum fees – 1969, ad hoc interpretation, the International Association of Conference Interpreters (AIIC), scale of fees and the employment of a translator on the staff. This new directory which replaces the Institute's Year Book last issued in 1967, will be most helpful to exporters because of its subject coverage and the name index. The latter lists the language in which a translator is competent. Although it is unlikely that published reference books can achieve a fully comprehensive listing of all competent translators, the Institute's Index is of course restricted to members of the Translators' Guild; the names contained in the *Directory of Technical and Scientific Translators and Services* are recommended by trade associations, professional bodies, government departments etc. and it also includes translation bureaux.

There are two Decimal Currency Acts: the Decimal Currency Act 1967, and the Decimal Currency Act 1969. **Legislation.** Decimal Currency Board. (23 pages. Available from HMSO at 1s.; by post 1s. 4d.) explains the main provisions of the Decimal Currency Acts under seven main headings: the currency system, the coinage, the Decimal Currency Board, the changeover period, legal tender, banking and the conversion of £ s d amounts.

Other Publications

LABOUR THEORY, *by Richard Perlman.* 237 pages. John Wiley & Sons Inc. £3 19s.

1969-70 BUYERS GUIDE TO INDUSTRY IN THE NORTH WEST. 2nd edition. W. Parr & Co. (Advertising) Ltd. 598 pages. Available from the North West Industrial Development Association, Brazennose House, Brazennose Street, Manchester M2 5AZ at £2 2s.; by post £2 5s.

THE ORGANIZATION OF DEMAND: A STUDY OF THE ORGANIZATION OF DEMAND ON THE CONSTRUCTION INDUSTRIES WITH SPECIAL REFERENCE TO HOSPITAL BUILDING AND CIVIL ENGINEERING FOR WATER AND SEWERAGE. Economic Development Committees for Building and Civil Engineering. 24 pages. Available free from the National Economic Development Office, Millbank Tower, 21/41 Millbank, London SW1.

Correction to New Books Page October 1, 1969

The publication entitled **The United Kingdom Building Industry as a Market for Adhesives and Sealants,** which appeared on the New Books Page is available from Business Intelligence Services Ltd., Chemicals and Plastics Unit, Newland House, 139 Hagley Road, Edgbaston, Birmingham 16 at £800.

Statistics

Symbols used in all statistical tables are:—

.. not available
– nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

	Gross Domestic Product (expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index	1963	1963	1963	1963	1963	1966	1963	1963	1963	1963	1963				
£m. in base year	26,796		21,788	20,195	20,195	11,372	4,917	1,055	1,020	944	1,752	Series in £ million			
1964	105	108	107	107	103	..	116	113	119	124	113	665	411	91	50
1965	108	112	115	114	105	..	121	124	118	127	119	418	262	49	45
1966	110	113	121	120	107	100	124	128	113	128	125	247	147	19	6
1967	111	114	125	126	109	101	132	124	121	138	143	155	–39	10	11
1968	114	120	133	134	112	104	138	128	134	147	143	169	–47	75	95
1967															
2nd quarter	111	113	124	124	108	100	135	131	127	139	141	43	–10	1	15
3rd quarter	111	114	127	126	110	102	134	122	120	143	147	–40	–25	–10	–21
4th quarter	111	116	128	129	112	104	132	120	118	139	146	68	–30	22	2
1968															
1st quarter	114	118	131	134	115	105	137	120	130	145	149	–68	–100	5	49
2nd quarter	112	119	133	130	108	102	134	120	125	150	141	65	24	22	1
3rd quarter	114	120	134	134	111	103	137	128	133	147	139	42	7	10	5
4th quarter	118	122	135	137	113	104	143	144	146	144	142	130	23	38	40
1969															
1st quarter	114	122	139	138	111	102	130	121	128	136	135	133	120	–11	13
2nd quarter		123				104		135	134				7	–11	– 3
1969															
April		123				104									
May		123				103									
June		124				104									
July		124 p				102									
August						105									

	Orders		Prices and Costs					Labour			Trade		Balance of Payments current balance
	Engineering industries: orders on hand (end period)	Textiles and clothing industries: orders on hand (end period)	Retail price Index		Wholesale price index: non-food manufacturing		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Imports	Exports	
	at 1963 prices	at 1958 prices	Index†	% increase on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	At current prices		
Base of index	Dec. 1963	Apr. 1959	16 Jan. 1962		1963	1963	31 Jan. 1956				1963	1963	series in
£m. in base year								Series in thousands			4,983	4,211	£ million
1964	119	124	107·0	*3·3*	103·9	101·9	148·6	361	221	24,567	114	105	–381
1965	123	121	112·1	*4·8*	106·8	104·6	157·9	309	265	24,784	115	112	– 50
1966	118	105	116·5	*3·9*	110·2	107·3	168·5	325	254	24,834	119	120	– 64
1967	108	114	119·4	*3·5*	108·4	108·2	175·3	515	175	24,475	129	119	–283
1968	108	129	125·0	*4·7*	120·5	112·4	187·3	543	189	24,319	159	147	–265
1967													
3rd quarter	112	105	119·0	*1·7*	107·1	108·4	177·3	555	163	24,502	125	120	18
4th quarter	108	114	120·4	*2·1*	114·5	109·2	179·7	538	182	24,395	137	109	–255
1968													
1st quarter	107	117	122·1	*3·0*	122·9	111·4	184·8	511	184	24,362	156	142	– 91
2nd quarter	104	125	125·0	*4·5*	119·5	112·5	185·8	550	180	24,313	155	139	–101
3rd quarter	104	129	125·7	*5·6*	119·3	112·8	187·7	580	182	24,293	161	151	– 7
4th quarter	108	129	127·2	*5·6*	120·4	113·1	191·0	533	210	24,309	163	155	– 66
1969													
1st quarter	111	134	129·7	*6·2*	122·3	114·1	194·6	499	206	24,324	162	154	18
2nd quarter	119	131 p	131·8	*5·4*	124·2	115·1	195·4	527	195		168	162	75
3rd quarter								581	192				
1969													
March	111	134	130·3	*6·3*	122·7	114·4	195·0	504	203		163	155	
April	117	134 p	131·7	*5·5*	123·7	114·8	195·1	519	199		166	154	
May	119	131 p	131·5	*5·3*	123·9	115·1	195·4	518	196		166	162	
June	119	131 p	132·1	*5·3*	124·9	115·4	195·7	543	191		173	170	
July		132 p	132·1	*5·3*	124·5 p	115·8 p	196·6	577	186		170	163	
August			131·8	*4·9*	126·2 p	115·9 p	197·0	585	192		165	180	
September								580	199				

† Not seasonally adjusted.

Retail sales in August

THE SEASONALLY adjusted index of the volume of sales in August was 105 (average 1966=100). This represents a rise of 3 index points from the index for July (102) which in turn was 2 index points below that for June. It seems likely that these see-saw like changes do not reflect the underlying trend of business – the series does move erratically at times. As explained last month, there are special problems in allowing for the seasonal influences in the July and subsequent periods which fell a week later this year, and August is normally a low month for sales, so that its seasonally adjusted index of sales is particularly sensitive to chance variation. The average for the two months July and August is, however, not much different from the average level since March, suggesting that there had been little recent change in the underlying trend of business. A longer term comparison, that is, the average of the four months May to August with the average of the preceding four months January to April, does however, indicate that there may have been a very modest upward movement since the beginning of the year. (A similar comparison made last month using the figures up to July, did not suggest any movement.)

VALUE OF SALES COMPARED WITH A YEAR EARLIER

Food shops

The sales of grocers in August continued to show increases on a year earlier, even after allowing for the rise in prices. This buoyancy was enjoyed by all three kinds of organizations: multiples, independents, and co-operatives.

The turnover of multiple off-licences continued to show a very marked increase, partly due to new methods of trading introduced by these organizations.

With the withdrawal of the half penny, the standard price of milk was 5 per cent lower in the August period, but the turnover of dairymen remained remarkably resilient, showing an increase of 2 per cent between August 1968 and August 1969, the same increase on a year earlier as was recorded for July.

Clothing and footwear shops

The value of the sales of clothing and footwear shops in August was 5 per cent higher than in August 1968, itself a fairly good month for that time of year. The sales of footwear in August 1969 were particularly high, with multiple and independent footwear shops each recording a 9 per cent increase on a year earlier. The 4 per cent increase in the value of the sales of men's wear and women's wear shops was more than accounted for by the rise in the prices of goods sold in these kinds of business.

Durable goods shops

The value of the sales of durable goods shops continued to be dull, with an increase of 3 per cent between August 1968 and August 1969, an increase of a like magnitude to the rise in the price of household goods over this period. As was the case last month, the value of the sales of furniture shops was lower in August 1969 than it had been a year earlier. Electricity show rooms with an increase of 16 per cent on a year earlier and radio and television rental specialists with an 8 per cent increase on a particularly high August 1968 figure do much to offset the lower level of trading in the other kinds of business in this group.

Department stores

The value of the sales of department stores was 4 per cent higher in August 1969 than a year earlier, much the same increase as had, on average, been reported in the first seven months of the year.

Mail order businesses

Although the value of the turnover of mail order businesses in August was 8 per cent higher than a year earlier, the 4 per cent increase in sales in the three months ended August compared with the corresponding three months of 1968 was probably no higher than the rise in prices of the goods sold between these two periods. The figures for mail order businesses continued to be erratic, and August is normally not a period of high sales for this kind of business.

Miscellaneous non-food shops

The increase in the turnover of confectioners, tobacconists and newsagents between the corresponding months of 1968 and 1969 continues to be very small – the rise of 2 per cent for August being somewhat smaller than the rise in prices over this period. Independent booksellers, with a rise of 7 per cent and chemists and photographic dealers with a rise of 5 per cent showed larger increases, but neither was as great as had been recorded in the second quarter of the year, compared with a year earlier.

Table 1. Volume of retail sales seasonally adjusted

Index numbers of sales per week (average 1966 prices) (a) 1966 = 100

	All kinds of business	Food shops	Non-food shops			
			Total	Clothing and footwear shops	Durable goods shops	Other non-food shops (†)
1968 1st quarter	105	101	108	105	119	106
2nd quarter	102	101	103	102	101	103
3rd quarter	103	102	104	104	105	103
4th quarter	104	104	104	105	106	104
1969 1st quarter	102	103	101	103	102	100
2nd quarter	104	103	104	105	103	103
1969 Mar.-May	103	103	103	104	103	102
June-Aug.	103	103	103	105	103	102
Percentage increase	—	—	—	1	—	—
1969 January	104	105	103	107	102	103
February	101	103	99	101	99	97
March*	102	102	102	100	105	101
April	104	103	103	105	102	103
May	103	103	104	106	103	103
June*	104	103	104	105	105	103
July*	102	102	101	104	99	101
August	105	105	105	106	107	103

Table 2. Value of retail sales seasonally adjusted

Index numbers of value of sales per week (current prices) (a) 1966 = 100

	All kinds of business	Food shops	Non-food shops			
			Total	Clothing and footwear shops	Durable goods shops	Other non-food shops (†)
1968 1st quarter	109	106	111	107	121	110
2nd quarter	107	106	108	105	106	109
3rd quarter	109	109	110	108	111	111
4th quarter	112	111	111	109	113	112
1969 1st quarter	112	114	110	108	110	112
2nd quarter	114	115	114	113	112	115
1969 Mar.-May	113	114	113	110	112	114
June-Aug.	115	115	114	113	112	115
Percentage increase	1	1	1	2	1	1
1969 January	113	114	112	112	110	113
February	111	114	108	107	106	109
March*	112	114	111	106	113	113
April	114	114	113	112	110	114
May	114	115	114	114	112	115
June*	115	115	114	113	114	116
July*	113	114	112	111	108	113
August	116	117	116	115	116	116

All the series in Tables 1 and 2 are seasonally adjusted independently of each other. As was mentioned in the article in the *Board of Trade Journal* of July 6, 1962, this occasionally results in inconsistencies between totals and components. The components are liable to greater random irregularities than the totals and have a greater margin of uncertainty in their seasonal adjustment. In a similar way differences between the seasonally adjusted series of value and volume for the same broad group may be due to inconsistencies in the method of seasonal adjustment and should not be taken as wholly attributable to price changes.

(a) See general notes following Table 4.

(†) Including department stores and mail order businesses.

Table 3. Value of retail sales (not seasonally adjusted) – analysis by form of organization

August – Index numbers of values of sales per week (current prices) and *percentage increase on a year earlier* (a).
Figures for earlier periods appeared in the *Board of Trade Journal* of February 7, 1969 and August 6, 1969.

1966 = 100

	Total all retailers		Independent retailers		Multiple retailers		Co-operative societies	
		%		%		%		%
ALL KINDS OF BUSINESS	111	6	111	4	120	8	97	6
FOOD SHOPS	115	8	113	6	127	11	100	7
Grocers	119	10(f)	115	7	133	13	102	10(f)
Butchers	107	7	..		..		..	
Greengrocers, fruiterers	113	4	114	4	113	—	68	–12
Fishmongers, poulterers	100	5	..		..		..	
Bread and flour confectioners	117	5(g)	115	3	121	8	..	
Off-licences	113	14	102	6	122	21	..	
Dairymen	110	2	..		..		101	–2
NON-FOOD SHOPS	108	4	..		..		..	
Clothing and footwear shops	104	5	99	3	112	6	81	4
Footwear shops	105	9	104	9	108	9	77	4
Men's and boys' wear shops	106	4	111	4	105	3	90	9
Women's, girls' and infants' wear, drapery and general clothing shops	103	4	95	1	117	6	80	2
Large (c)	—		96	—	—		—	
Medium (c)	—		98	5	—		—	
Small (c)	—		93	—	—		—	
Durable goods shops	109	3	103	1	122	6	90	1
Furniture shops	98	–1	98	–2	98	1	—	
Large (c)	—		97	–3	—		—	
Medium and small (c)	—		99	–2	—		—	
Other durable goods shops	120	6	108	5	130	8	—	
Electricity showrooms	152	16	—		152	16	—	
Gas showrooms	111	3	—		111	3	—	
Radio and television rental specialists	..		..		131	8	—	
Radio and electrical goods shops (including radio and cycle shops and perambulator shops) (e)	115	4	—		—		—	
Miscellaneous non-food shops (b)	115	3	..		..		..	
Confectioners, tobacconists, newsagents	114	2	114	2	112	3	—	
Booksellers, stationers	..		115	7	..		—	
Chemists, photographic goods dealers (d)	125	5	127	3	125	8	94	–1
Jewellers	109	—	106	–1	122	5	—	
Leather goods, sports goods, toys and fancy goods shops	124	3	..		..		—	
Ironmongers and hardware shops	113	3	113	4	112	–5	—	
Other miscellaneous non-food shops	—		100	2	—		—	
Department stores	97	4	—		—		—	
Mail order businesses	98	8	—		—		—	

(a) See general notes following table 4.

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Inquiries concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to HMSO, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1 (01-248 9876, Ext. 6147).

Table 4. Index numbers of sales per week (not seasonally adjusted) and percenage increase on a year earlier (a)

(i) Analysis by broad groups: value and volume

1966 = 100

Sales in 1966 – provisional estimates (£ million)	All kinds of business (£11,372)				Food shops (£4,952)				Non-food shops											
	Total (£6,420)				Clothing and footwear shops (£1,727)		Durable goods shops (£1,176)		Miscellaneous non-food shops (b) (£2,542)		Department stores (£544)		Mail order businesses (£431)							
	Value		Volume§		Value		Volume§		Value		Volume§									
1967	103	3	101	1	103	3	101	1	103	3	102	2	102	2	104	4	103	3	104	4	106	6
1968	109	6	104	2	108	5	102	1	110	7	105	3	107	6	113	9	110	7	112	8	115	8
1967 3rd quarter	100	3	98	2	100	2	99	2	99	3	98	2	97	2	102	5	101	2	99	4	91	4
4th quarter	120	5	118	4	111	4	108	2	127	6	125	6	129	4	125	12	123	5	135	8	140	8
1968 1st quarter	101	7	98	5	103	4	99	1	99	10	97	9	89	6	116	24	97	7	100	14	102	10
2nd quarter	104	6	99	2	106	4	100	1	103	7	98	3	104	6	99	5	104	9	99	7	109	8
3rd quarter	106	6	100	1	105	5	100	—	106	7	100	2	102	6	108	6	109	8	107	8	95	5
4th quarter	126	5	118	—	117	6	110	2	133	5	125	—	135	5	128	2	130	5	141	5	151	8
1969 1st quarter	104	3	95	–3	111	8	101	2	98	–1	90	–7	90	1	106	–9	99	3	99	–1	102	–1
2nd quarter	111	6	100	1	114	8	102	2	108	5	99	1	110	6	104	6	108	4	108	10	114	3
1969 June*	110	5	99	–1	112	6	99	—	108	3	98	–1	110	2	105	6	108	3	105	5	113	1
July*	111	4	100	–1	112	6	100	—	111	2	100r	–2	111	4	109	–1	112	3	120	–2	93r	52
August	111	6	100	1	115	8	103	2	108	4	98	–1	104	5	109	3	115	3	97	4	98	8
1969 January-August		5		–1		8		2		3		–2		4		–2		3		3		4

(*Continued on next page*)

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RETAIL SALES, *continued*

TABLE 4. *continued*

(ii) Analysis by kind of business: value only

Sales in 1966 – provisional estimates (£ million)	Food shops												Clothing and footwear shops					
	Grocers (f) (£2,919)		Butchers (£724)		Green-grocers, fruiterers (£312)		Fish-mongers, poulterers (£82)		Bread and flour con-fectioners (g) (£254)		Off-licences (£217)		Dairymen (£444)		Footwear shops (£268)		Men's and boys' wear shops (£362)		Women's wear shops (£1,097)	
1967	103	3	101	1	101	1	99	–1	104	4	106	6	104	4	102	2	100	—	102	2
1968	109	6	105	4	99	–2	99	—	111	6	116	10	109	5	106	4	106	5	108	6
1967 3rd quarter	101	3	96	–1	103	1	94	–3	104	4	91	6	104	5	99	3	97	2	96	2
4th quarter	111	4	110	3	93	—	103	—	110	6	157	5	108	5	125	5	121	2	132	4
1968 1st quarter	104	4	106	3	93	–3	99	–1	105	5	97	11	108	6	84	3	93	6	89	6
2nd quarter	107	5	101	3	107	–3	100	1	111	8	92	6	107	2	106	4	102	5	104	7
3rd quarter	107	6	100	5	102	—	95	1	111	7	100	9	109	5	103	3	102	5	102	6
4th quarter	119	7	114	4	93	—	103	—	116	5	175	12	113	5	132	5	125	4	138	5
1969 1st quarter	114	9	112	6	96	3	101	2	111	6	105	9	113	5	83	–1	93	—	91	2
2nd quarter	116	9	107	5	115	7	104	4	116	4	107	16	112	5	112	6	107	6	111	7
1969 June*	114	7	103	6	120	6	102	3	111	5	104	12	111	4	113	2	109	2	110	2
July*	114	8	100	1	118	7	97	—	113	3	115	15	113	2	106	2	112	4	112	5
August	119	10	107	7	113	4	100	5	117	5	113	14	110	2	105	9	106	4	103	4
1969 January-August		9		5		5		3		5		13		4		4		3		5

Sales in 1966 – provisional estimates (£ million)	Durable goods shops								Miscellaneous non-food shops											
	Furniture shops (£486)		Electricity showrooms (£65)		Gas showrooms (£92)		Radio and television rental specialists† (£109)		Radio and electrical goods, etc. shops (e) (£333)		Con-fectioners tobac-conists, newsagents (£1,030)		Book-sellers, stationers‡ (£79)		Chemists photo-graphic goods dealers (d) (£350)		Jewellers (£116)		Leather goods, sports goods, toys and fancy goods shops (£123)		Iron-mongers and hardware shops (£298)		Other mis-cellaneous non-food shops (h) (£100)	
1967	100	—	116	16	108	8	109	9	108	8	103	3	105	5	103	3	104	4	102	2	102	2	103	3
1968	106	6	140	21	116	7	121	11	118	9	108	6	112	8	111	8	117	12	110	7	109	6	108	5
1967 3rd quarter	98	–1	116	19	111	10	107	10	104	10	103	2	96	5	105	3	97	1	103	1	101	2	96	3
4th quarter	118	9	143	24	124	13	115	16	140	17	114	4	137	4	123	5	158	11	151	5	116	5	113	6
1968 1st quarter	106	19	154	56	128	31	127	15	122	27	100	3	105	8	95	9	102	28	76	6	101	7	104	6
2nd quarter	99	6	110	6	101	3	109	6	96	6	106	8	93	6	104	8	92	11	90	9	107	9	113	8
3rd quarter	101	3	137	18	112	1	119	11	111	6	111	8	105	10	113	7	106	9	111	8	106	5	100	4
4th quarter	118	—	159	12	121	–2	127	11	143	2	117	3	147	7	131	6	168	6	162	8	121	5	115	1
1969 1st quarter	94	–11	140	–9	102	–20	139	10	110	–10	103	3	114	9	98	4	95	–7	78	2	99	–2	99	–4
2nd quarter	102	3	130	18	111	10	124	14	99	3	107	1	101	8	110	6	97	6	93	3	110	3	119	5
1969 June*	101	2	142	15	113	15	137	20	95	—	108	1	102	13	116	3	101	6	92	1	106	2	113	3
July*	105	–2	147	11	106	2	121	3	107	–4	113	1	107	6	123	7	101	–2	103	4	106	1	101	—
August	98	–1	152	16	111	3	131	8	115	4	114	2	115	7	125	5	109	—	124	3	113	3	100	2
1969 January-August		–4		5		–5		10		–3		2		8		5		–1		3		1		1

§ Average 1966 prices. ‡ Independent retailers only. † Multiple retailers only. r Revised following the receipt of corrected information.

General notes:

(a) The monthly periods consist of four weeks except those marked * which are of five weeks. The period covered by August 1969 sales was the four weeks from August 3, 1969 to August 30, 1969, the corresponding period in 1968 was from July 28, 1968 to August 24, 1968. As the figures are based on the values of sales they are affected by price movements, including changes in purchase tax.

(b) Includes figures of variety and other general stores which are not published separately.

(c) These descriptions are based on 1961 turnover groupings. Large denotes shops with sales of £100,000 and over in 1961. Medium denotes shops with sales of £25,000 and under £100,000 in 1961. Small denotes shops with sales of under £25,000 in 1961.

(d) These index figures do not reflect chemists' receipts under the National Health Service, which are as far as possible excluded by contributors in their returns.

(e) Includes radio and/or electrical goods shops, radio and cycle shops, cycle shops and perambulator shops, but not multiple rental specialists.

(f) Includes bakery departments of co-operative societies.

(g) Excluding the bakery department of co-operative societies, which are included in the estimate for grocers.

(h) Figures cover sales by florists, nurserymen and garden seedsmen, pet and pet food shops, pawnbrokers, general second-hand dealers and certain other miscellaneous non-food shops.

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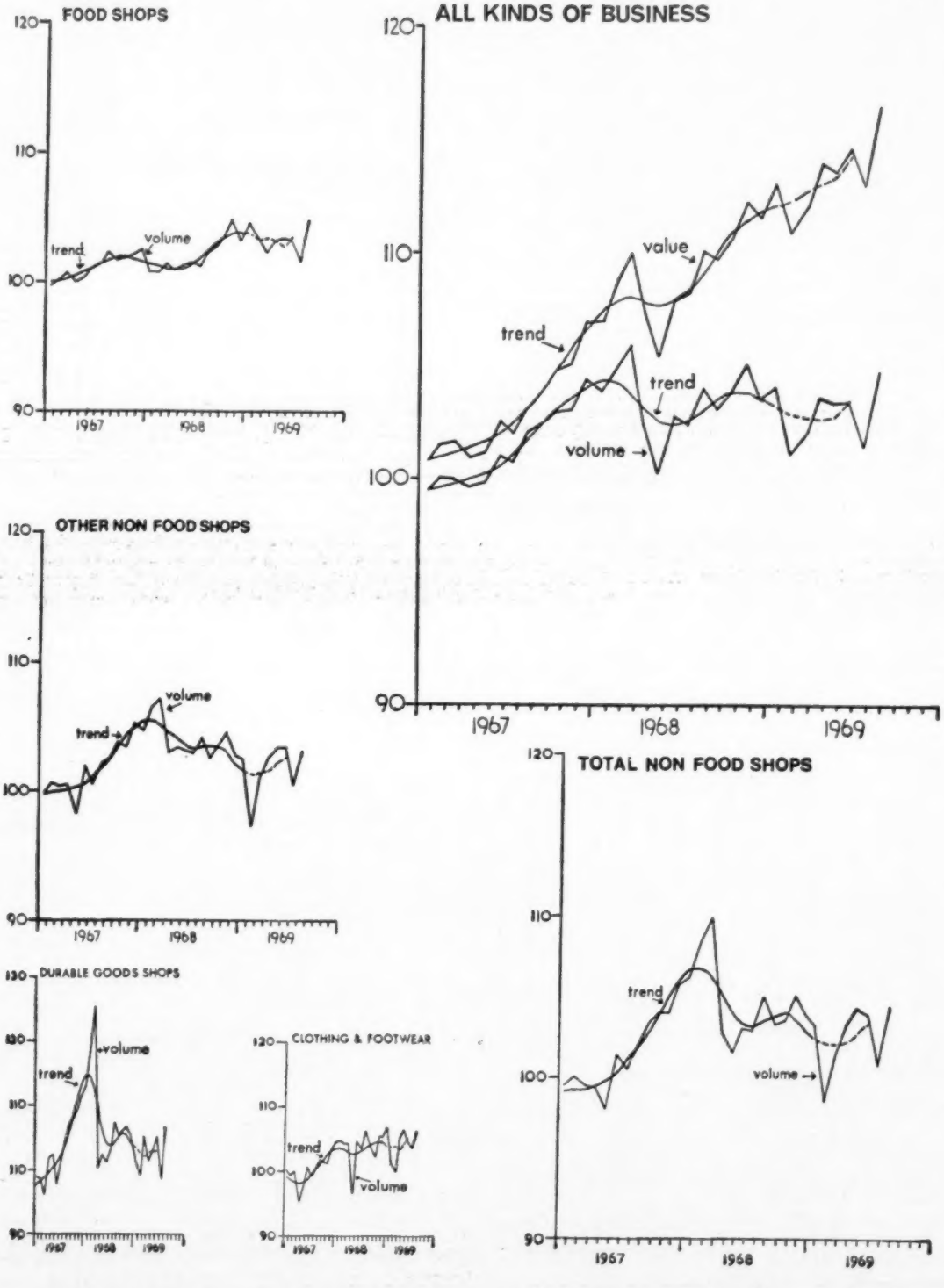
1966=100


FOOD SHOPS
120
110
100
90
trend
volume
1967
1968
1969
ALL KINDS OF BUSINESS
value
trend
trend
volume
OTHER NON FOOD SHOPS
volume
trend
TOTAL NON FOOD SHOPS
trend
volume
DURABLE GOODS SHOPS
130
trend
volume
CLOTHING & FOOTWEAR
trend
volume

Hire purchase and other instalment credit business in August

IN THE three months ended August, instalment credit extended by finance houses and the instalment credit sales of durable goods shops, after allowing for seasonal factors, were 6 per cent and 2 per cent respectively higher than in the preceding three-monthly period. On a seasonally adjusted basis, instalment credit debt owing to finance houses and durable goods shops continued to decline, having fallen by £41 million since the end of 1968; this fall is in contrast with the increase in the second half of 1968 of £26 million.

As was explained in the July article (*Board of Trade Journal*, September 17, page 768), the index letter change for cars on August 1 has given rise to more than usual uncertainty in the appropriate allowances to be made for seasonality in the July and August figures; in consequence the relevant seasonally adjusted figures for these two months have been shown as provisional. Subject to this uncertainty, the seasonally adjusted figures of new credit extended in July and August suggest a rather sharper increase compared with recent months than is indicated by the three-monthly comparison referred to above.

Finance houses

Credit extended by finance houses in August was 8 per cent lower than in August 1968, a similar decrease to that recorded in July compared with July 1968. Thus in these two months taken together the decrease in advances compared with a year ago was about the same as between the first halves of 1968 and 1969. For private cars the amounts advanced in August were 8 per cent lower than a year earlier as against 21 per cent in July and for used cars the

Table 2. Hire purchase and other instalment credit extended and repaid

Seasonally adjusted — £ million

	New Credit Extended			Repayments	Increase in debt
	Total	By Shops (†)	By Finance Houses		
1965	1,033	306	727	952	81
1966	856	235	621	989	-133
1967	924	235	689	969	- 45
1968	968	258	710	939	29
1966 1st quarter	253	69	184	255	- 2
2nd quarter	234	61	173	257	- 23
3rd quarter	196	55	141	243	- 47
4th quarter	173	50	123	234	- 61
1967 1st quarter	185	53	132	237	- 52
2nd quarter	198	53	145	242	- 44
3rd quarter	262	61	201	250	12
4th quarter	279	68	211	240	39
1968 1st quarter	273	77	196	242	31
2nd quarter	210	59	151	238	- 28
3rd quarter	242	64	178	234	8
4th quarter	243	58	185	225	18
1969 1st quarter	213	56	157	226	- 13
2nd quarter	207	57	150	229	- 22

(†) Durable goods shops and department stores; not including other instalment credit retailers.

Table 1. Hire purchase and other instalment credit business

Seasonally adjusted

	Total of instalments outstanding to finance houses, durable goods shops and department stores		Finance Houses		Durable Goods Shops	
	End period £ million	Increase in period £ million	*New instalment credit extended per calendar month (Index 1969 = 100)*	Instalments outstanding end period £ million	*Instalment credit sales per week (Index 1969 = 100)*	Instalments outstanding end period £ million
1965	1,196	81	*127*	836	*112*	329
1966	1,063	-133	*108*	756	*93*	278
1967	1,018	- 45	*120*	742	*94*	248
1968	1,047	29	*124*	766	*102*	250
1968 1st quarter	1,049	31	*138*	769	*120*	252
2nd quarter	1,021	- 28	*106*	745	*92*	249
3rd quarter	1,029	8	*125*	754	*99*	249
4th quarter	1,047	18	*130*	766	*98*	250
1969 1st quarter	1,034	- 13	*110*	761	*93*	245
2nd quarter	1,012	- 22	*105*	738	*93*	247
1968 January	1,025	7	*137*	750	*108*	246
February	1,035	10	*139*	758	*118*	249
March	1,049	14	*138*	769	*130*	252
April	1,040	- 9	*103*	760	*89*	252
May	1,034	- 6	*116*	755	*91*	251
June	1,021	- 13	*100*	745	*95*	249
July	1,018†	3†	*127†*	745†	*94*	246
August					*103*	247
September	1,029	11	*121*	754	*101*	249
October	1,039	10	*143*	761	*103*	251
November	1,047	8	*128*	766	*99*	253
December	1,047	—	*118*	766	*94*	250
1969 January	1,042	- 5	*114*	765	*92*	247
February	1,036	- 6	*108*	761	*92*	245
March	1,034	- 2	*108*	761	*95*	245
April	1,025	- 9	*111*	753	*89*	244
May	1,017	- 8	*99*	742	*93*	248
June	1,012	- 5	*104*	738	*96*	247
July	1,009 p	- 3p	*116p*	737p	*91*	244
August	1,006 p	- 3p	*116*	733p	*98*	246
3 months ended May 1969	1,017	- 19	*106*	742	*93*	248
3 months ended August 1969	1,006 p	- 11p	*112p*	733p	*92*	246
Percentage increase			6p			

†Figures for July and August have been combined.
pProvisional figures.

Table 3. Hire purchase and other credit instalments outstanding

£ million, end period

Owed directly to		Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Durable goods shops	1967	273	267	260	255	252	247	245	241	239	240	243	248
	1968	246	247	247	245	245	241	239	239	240	243	248	250
	1969	246	243	240	238	242	239	237	238				
Department stores	1967	28	26	26	26	25	25	25	25	25	25	26	28
	1968	29	28	28	28	28	27	27	26	26	27	28	31
	1969	30	30	28	28	27	27	28	27				
Finance Houses	1967	742	730	719	715	712	716	726	731	734	744	755	742
	1968	744	753	766	768	773	774	778	783	781	781	781	766
	1969	759	757	759	762	762	768	767	769				
Total	1967	1,043	1,023	1,005	996	989	988	996	997	998	1,009	1,024	1,018
	1968	1,019	1,028	1,041	1,041	1,046	1,042	1,044	1,048	1,047	1,051	1,057	1,047
	1969	1,035	1,030	1,027	1,028	1,031	1,034	1,032	1,034				
Other instalment credit retailers†	1967	188	184	181	179	178	175	170	167	168	173	186	208
	1968	196	191	189	190	188	187	182	179	179	185	197	222
	1969	211	206	203	201	204	203	195	191				
GRAND TOTAL	**1967**	**1,231**	**1,207**	**1,186**	**1,175**	**1,167**	**1,163**	**1,166**	**1,164**	**1,166**	**1,182**	**1,210**	**1,226**
	1968	**1,215**	**1,219**	**1,230**	**1,231**	**1,234**	**1,229**	**1,226**	**1,227**	**1,226**	**1,236**	**1,254**	**1,269**
	1969	**1,246**	**1,236**	**1,230**	**1,229**	**1,235**	**1,237**	**1,227**	**1,225**				

† Comprising general stores (other than department stores), general mail order houses and co-operative non-durable goods departments.

decrease for August at 18 per cent was much the same as for July. Credit extended for commercial vehicles continued, however, to show an increase compared with a year earlier as also did extensions for other goods for which the large increase in August compared with a year earlier (a rise of a third) was, in part, due to an increase in finance house lending in connection with central heating.

At the end of August, debt owed to finance houses was £769 million, which is £14 million below the level at the end of August, 1968.

Durable goods shops and department stores

The instalment credit sales of durable goods shops in the month were 6 per cent lower than a year earlier, a fall only marginally greater than that occurring in July; these decreases follow a 2 per cent rise, compared with the same period last year, in the second quarter of 1969. This change in experience, which might suggest a decline in business, can however be attributed to the dull trading conditions prevailing during the second quarter of 1968.

Credit sales of furniture shops, when compared with August, 1968 fell by 11 per cent, a somewhat greater fall than that recorded in recent months, while, for other durable goods shops, the picture was one of little change on a year earlier.

Other instalment credit retailers

The instalment credit sales of general mail order houses, which account for the greater part of the credit business of this group of retailers, were 8 per cent higher than a year earlier, a little above the average growth rate recorded in very recent months.

The instalment credit debt owed to this group of retailers fell, largely in accordance with seasonal influences.

Table 4. Retailers: Instalment credit sales of selected kinds of business

Index numbers of value of goods sold on hire purchase and other instalment credit per week *and percentage increases compared with a year earlier*

Average of 1961 = 100

(H.P. and other instalment credit sales in 1961 £ million)	Total of Selected kinds of Business (§)		Durable Goods Shops Total (†)		Department Stores		Other Instalment Credit Retailers					
							Other General Stores (‡)		General Mail Order Houses		Co-operative Societies non-durable goods departments	
	(£673)		(£303)		(£54)		(£72)		(£201)		(£43)	
1966	124	- 3	93	-17	103	- 1	125	- 6	184	11	93	- 2
1967	128	3	94	2	108	5	119	- 4	195	6	92	- 2
1968	137	7	102	8	115	7	120	1	210	8	93	1
1968 1st quarter	129	20	111	38	105	18	96	7	188	10	69	—
2nd quarter	124	6	86	4	104	8	110	—	201	8	85	2
3rd quarter	120	4	96	4	102	3	102	- 1	175	5	84	2
4th quarter	173	2	113	- 7	149	1	174	—	278	8	132	1
1969 1st quarter	116	-10	87	-22	98	- 7	89	- 7	187	- 1	65	- 7
2nd quarter	129	4	88	2	112	8	112	2	210	5	86	—
1968 January	112	15	104	27	121	20	86	4	141	6	60	1
February	131	19	112	36	98	21	93	6	196	9	65	7
March*	142	24	117	50	98	15	105	8	219	14	80	- 5
April	119	2	83	1	102	7	108	3	188	2	86	7
May	128	4	88	3	109	5	113	- 4	208	7	88	- 6
June*	125	10	87	8	101	12	109	1	205	14	83	4
July	117	5	94	6	116	5	103	—	164	6	86	2
August	114	6	93	6	91	5	93	1	167	7	80	6
September*	127	1	100	—	101	- 1	109	- 2	191	3	84	- 1
October	159	3	115	- 1	123	- 2	130	1	263	7	84	- 2
November	178	3	116	- 6	140	3	165	- 4	299	11	113	1
December*	181	—	110	-12	178	2	216	2	274	8	185	2
1969 January	107	- 4	88	-15	117	- 3	83	- 3	151	7	58	- 4
February	114	-13	87	-22	90	- 8	91	- 2	182	- 7	55	-15
March*	126	-11	86	-27	89	- 9	92	-12	219	—	77	- 3
April	125	5	83	—	115	12	102	- 5	208	11	84	- 2
May	135	5	91	3	122	13	126	11	216	4	93	6
June*	127	1	88	2	102	1	109	1	207	1	81	- 2
July*	117	–r	91	- 4	117	1	99	- 4	172r	5r	80	- 8
August	116	1	89	- 6	96	1	88	- 5	180	8	81	7

(Continued on next page)

HIRE PURCHASE, *continued*

(H.P. and other instalment credit sales in 1961 £ million)	Durable Goods Shops								Furniture Shops						Other Durable Goods Shops			
	Total (£303)		Multiples (£161)		Independents (£110)		Co-operative Societies (£32)		Total (excluding Co-operative Societies) (£128)		Multiples (£62)		Independents (£65)		Total (excluding Co-operative Societies) (£143)(‖)		Radio and electrical, etc., goods shops(¶) (£82)	
1966	93	–17	100	–15	82	–19	95	–19	93	–15	94	–15	92	–15	92	–19	76	–21
1967	94	2	104	4	81	– 1	91	– 4	88	– 5	86	– 8	90	– 2	101	9	82	7
1968	102	8	113	8	87	8	96	5	90	2	87	1	94	4	113	13	90	11
1968 1st quarter	111	38	121	39	98	39	107	36	96	27	92	26	100	28	125	48	101	46
2nd quarter	86	4	98	6	71	3	77	– 4	80	5	80	8	81	3	93	5	72	6
3rd quarter	96	4	109	6	79	1	90	1	83	– 1	79	—	86	– 2	109	8	84	4
4th quarter	113	– 7	123	– 8	101	– 4	109	– 7	101	–13	96	–19	107	– 9	125	– 1	104	– 3
1969 1st quarter	87	–22	95	–21	77	–22	78	–27	71	–26	66	–28	77	–24	102	–18	83	–19
2nd quarter	88	2	102	4	69	– 3	77	—	78	– 3	80	—	75	– 7	99	6	71	– 2
1968 January	104	27	105	23	99	30	111	34	94	20	83	15	104	24	111	31	97	36
February	112	36	121	35	99	38	108	44	96	24	97	22	94	25	127	45	106	43
March*	117	50	134	54	96	47	103	32	99	36	95	38	102	35	136	64	102	58
April	83	1	95	2	69	– 1	75	—	81	4	84	11	78	– 2	87	– 2	70	2
May	88	3	101	6	72	2	78	–8	81	6	81	11	81	2	98	3	77	7
June*	87	8	98	10	72	8	77	–5	80	5	76	2	83	7	95	13	70	7
July	94	6	103	7	81	5	93	3	86	5	82	9	90	3	102	7	79	3
August	93	6	106	7	77	6	85	6	81	4	77	5	85	3	106	8	85	11
September*	100	—	116	4	79	– 6	90	– 4	82	– 9	80	– 9	84	– 9	118	8	88	—
October	115	– 1	128	– 1	98	1	106	– 9	97	– 9	90	–16	103	– 3	133	7	103	2
November	116	– 6	124	– 9	102	– 4	123	—	101	–13	89	–19	113	– 8	127	– 2	102	– 3
December*	110	–12	117	–14	103	– 7	99	–10	105	–17	106	–20	105	–13	117	– 7	106	– 7
1969 January	88	–15	92	–12	83	–16	84	–25	76	–19	66	–21	86	–17	100	–10	82	–16
February	87	–22	96	–21	79	–20	68	–37	72	–24	70	–28	75	–21	104	–18	87	–18
March*	86	–27	97	–28	70	–27	82	–20	67	–32	63	–34	71	–31	103	–24	80	–21
April	83	—	96	1	66	– 4	80	7	73	–10	77	– 8	69	–11	93	7	73	4
May	91	3	106	4	73	—	80	3	81	1	85	5	78	– 3	102	5	74	– 4
June*	88	2	105	6	69	– 5	71	– 8	78	– 2	78	4	78	– 7	101	6	67	– 4
July*	91	– 4	102	– 1	76	– 6	80	–14	83	– 4	80	– 2	85	– 5	100	– 3	73	– 7
August	89	– 6	102	– 5	73	– 5	79	– 7	72	–11	67	–13	77	–10	106	– 1	82	– 4

(†) Comprises furniture shops, radio and electrical goods shops (including radio and television rental specialists), cycle and perambulator shops, gas and electricity showrooms and co-operative societies, durable goods departments. (‡) Includes credit traders calling on customers. (§) Comprises durable goods shops (including co-operative societies, durable goods departments), department stores, other general stores, general mail order houses and co-operative societies (non-durable goods departments). (‖) Comprises electricity and gas showrooms, radio and electrical goods shops (including radio and television rental specialists). (¶) Comprises radio and electrical goods shops, cycle and perambulator shops.

Finance houses: new instalment credit extended

Table 5. Index numbers of new hire purchase and other instalment credit extended direct to hirers per calendar month and percentage increases compared with a year earlier.

Monthly average 1961 = 100

(£ million 1961)	All goods (£574)		Private cars – new (£93)		Private cars – used (£190)		Commercial motor vehicles – new and used (£89)		Motor-cycles, side-cars, power assisted cycles (£38)		Caravans new and used (£12)		Farm equipment and tractors (£12)		Industrial and building plant and equipment (£48)		Household goods (†) (£59)		Other goods (£33)	
1966	108	–15	132	–23	117	–14	87	– 4	42	–29	121	– 2	109	6	158	–10	57	–20	140	–11
1967	120	11	152	16	137	17	90	3	44	5	115	– 5	110	—	180	14	59	4	131	– 6
1968	124	3	146	– 4	138	—	102	14	46	4	143	25	103	– 6	174	– 3	70	18	158	21
1968 1st quarter	139	48	184	67	155	63	116	45	44	96	134	38	92	– 2	192	12	74	36	164	28
2nd quarter	125	3	135	– 3	142	6	106	6	53	– 9	170	24	91	– 9	185	– 9	63	17	163	21
3rd quarter	122	–12	143	–22	144	–19	89	– 1	54	– 5	172	25	111	–17	155	–12	66	18	144	16
4th quarter	108	–14	121	–31	109	–24	98	7	34	–15	98	10	120	5	165	– 2	76	6	160	18
1969 1st quarter	110	–21	122	–34	113	–27	114	– 2	26	–39	114	–15	91	– 1	160	–17	63	–15	172	4
2nd quarter	123	– 2	135	—	134	– 6	121	15	39	–26	185	9	109	20	166	–10	55	–11	177	8
1968 January	124	43	163	53	123	58	106	45	32	102	94	54	78	– 4	193	21	84	37	174	21
February	134	50	181	71	158	67	101	35	45	107	125	42	90	6	175	15	65	31	147	25
March	160	50	207	76	183	63	141	54	54	85	182	29	107	– 8	208	2	74	40	171	40
April	120	10	124	5	137	23	101	9	52	19	147	17	88	–17	174	–22	63	33	165	24
May	140	18	149	11	156	24	121	13	55	–21	191	39	99	12	220	13	68	19	183	43
June	116	–15	133	–21	134	–20	94	– 5	53	–14	172	15	85	18	160	–17	56	2	142	– 2
July	128	– 9	126	–35	158	–13	99	10	57	– 6	189	32	108	–19	169	– 1	69	28	165	32
August	130	– 3	178	2	146	–13	88	—	60	5	174	26	116	–15	169	– 4	68	24	143	19
September	108	–24	124	–31	129	–29	80	– 7	46	–15	153	16	108	–16	127	–31	62	4	124	– 2
October	129	–13	150	–28	145	–20	110	5	50	– 4	136	20	122	—	172	– 9	81	15	154	15
November	111	–24	132	–42	109	–36	100	4	35	–13	87	—	122	– 8	162	–12	77	3	175	23
December	84	2	81	–14	73	– 6	84	17	16	–39	70	6	115	31	161	20	70	1	152	15
1969 January	102	–17	104	–36	99	–20	106	—	20	–36	77	–18	111	43	160	–17	73	–13	186	7
February	104	–23	117	–35	111	–30	109	7	25	–44	102	–18	66	–27	137	–22	58	–12	153	4
March	125	–22	145	–30	129	–29	128	– 9	34	–37	162	–11	96	–10	183	–12	58	–21	176	3
April	128	7	152	23	140	2	124	23	39	–25	207	41	107	21	168	– 3	55	–14	171	4
May	120	–14	128	–14	130	–16	120	– 1	40	–27	168	–12	109	10	157	–29	57	–16	181	– 1
June	121	4	126	– 5	131	– 2	120	27	39	–27	180	5	112	32	173	8	54	– 4	178	26
July	117	– 9	100	–21	132	–16	108	9	39	–32	164	–13	103	– 5	194	15	58	–15	185	12
August	102	– 8	164	– 8	120	–18	103	17	41	–32	122	–30	104	–10	165	– 2	52	–23	190	33

(†) Includes pedal cycles and some mopeds; mopeds are generally classified with motor cycles but some returns do not distinguish mopeds from pedal cycles.

More than four million overseas visitors to Britain last year

THE ANNUAL REPORT of the British Travel Association, published on October 3, shows that in 1968, for the first time, the numbers of overseas visitors to Britain exceeded four million. And, also for the first time, Britain earned more from overseas visitors than British people spent abroad.

The report says that last year 4,045,000 overseas visitors came to Britain. In addition, there were 783,000 tourist arrivals from the Republic of Ireland.

Overseas visitors spent £282 million within the country. Fares paid by them to British carriers amounted to £101 million, bringing total earnings from tourism to £383 million – 'which means that, for every pound earned by Britain in foreign currency in 1968, nearly one shilling came from tourism'.

The BTA report says that tourism is still the fastest growing trade in the world, but the international travel figures for 1968 provide a sharp reminder – as did those for 1967 – that the continuous growth of world tourism cannot be taken for granted. In 1967 the rise in world traffic had dropped to only six per cent. Last year was even more unfavourable, for the rate of growth was halved to three per cent, providing a further demonstration of how directly, and adversely, tourism is affected by political and economic disturbances. 'Yet once again,' adds the report, 'in spite of the political and economic difficulties that beset the world in 1968, our own country proved an exception to the rule. Whereas the tourist traffic for the world as a whole rose by three per cent, travel to Britain from overseas increased by no less than 14 per cent.'

Commenting on the fact that for the first time Britain earned more from visitors than British people spent abroad, the report says: 'Over the last three years our tourist account has shown a £108 million shift in our favour. This favourable result was undoubtedly assisted by the Association's campaign to encourage British people to take holidays in Britain.

'The rise in our earnings from tourist spending in this country (£46.9 million or 20 per cent) was the highest on record, either in percentage terms or actual money.

'For the first time the percentage increase in our earnings (20 per cent) exceeded the increase in the number of visitors (14 per cent). The rise in earnings is all the more remarkable when it is realised that the increase for 1968 alone was only £3 million less than the total increase registered during the period 1960-66 (£50 million). Although an appreciable amount of this increase reflects the effect of devaluation, the sterling figures represent an increase in real terms in tourist purchases of both goods and services, since overseas visitors spent four per cent more in their own currency, compared with 1967. This higher per capita expenditure on tourist services in Britain should result in increased foreign currency earnings in 1969.'

Business Monitor

THE FOLLOWING TITLES and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1.

Production Series:

Monthly at £1 a year post free:

Footwear for July 1969
Cars and Commercial Vehicles for June 1969
Trailers for April 1969
Gramophone Records for June 1969
Clothing for July 1969
Pottery and Electrical Ware for July 1969
Foam Backing. Foam Laminating and Fabric to Fabric Bonding for July 1969
Motor Cycles, Three-wheel Vehicles and Pedal Cycles for July 1969
Imported Timber for August 1969

Quarterly at 7s. 6d. a year post free:

Numerically Controlled Metal Working Machine Tools for First Quarter 1969
Rotating Electrical Machinery for Second Quarter 1969
Motor Control Gear for Second Quarter 1969
Jewellery for Second Quarter 1969
Domestic Hollowware for Second Quarter 1969
Bedding for Second Quarter 1969

A complete list of titles in the Production Series was last published in the *Board of Trade Journal* on October 1, on the back page.

Miscellaneous Series:

Monthly at £5 5s. a year post free:

Motor Vehicle Registrations for August 1969

Civil Aviation Series:

Airport Activity for May 1969
Airport Passengers for May 1969
Air Freight and Mail for May 1969

A complete list of titles in the Civil Aviation Series is as follows:

Airport Activity (M)
Air Passengers (M)
Air Freight and Mail (M)
Airlines (M)
Airlines (Q)

Gold reserves in September

AFTER a net repayment of £10 million to the International Monetary Fund, the gold and convertible currency reserves rose by £7 million during September to stand at £1,014 million at the end of the month.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, October 3, 1969. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
A Touch of Love	Br/E 34416	107	September 30	British Lion Films Ltd.	Amicus Productions Ltd.
Movietone News 2104	Br/E 34307	8	September 30	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2104A	Br/E 34308	8	October 3	" "	" "
Pathe News 69-79	Br/E 34359	8	October 3	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 69-80	Br/E 34360	7	October 3	" "	" "
				FOREIGN	
Marlowe	F 34410	95	September 29	Metro-Goldwyn-Mayer Pictures Ltd.	Katzka-Berne Productions Inc.
The Gipsy Moths	F 34411	106	September 29	" "	John Frankenheimer Productions and Edward Lewis Productions Inc.
The Depraved	F 34412	80	September 30	S.F. Film Distributors Ltd.	Le Poste Parisien Paris, VIII, Les Films Number One, Paris and Franco Riganti Production, Rome.
Hot Blood	F 34413	88	September 30	New Realm Distributors Ltd.	Lisa-Film, GmbH, 8 Munchen 2.
Footprints on the Moon - Apollo II	F 34414	95	September 30	Twentieth Century-Fox Film Co. Ltd.	Barry Coe Productions.
Che	F 34415	96	September 30	" "	Twentieth Century-Fox Film Corporation.
The Tender Age	F 34417	112	October 1	Planet Film Distributors Ltd.	Prisma Films, Paris 1.
Daddy's Gone A Hunting	F 34418	108	October 1	Warner-Pathe Distributors Ltd.	National General Productions Inc. and Red Lion Films Inc.
The Name of the Game is Kill!	F 34419	83	October 1	" "	Fanfare Productions Inc.
A Day in the Life of Tim Page	F 34420	20	October 1	Curzon Film Distributors Ltd.	Amram Nowak Associates Inc.
Bugs Bunny Show No. 7	F 34421	40	October 2	Warner-Pathe Distributors Ltd.	Warner/Seven Arts Inc.
Bugs Bunny Show No. 8	F 34422	40	October 2	" "	" "
Season in Tyrol	F 34423	18	October 2	" "	" "
Man in Motion	F 34424	15	October 2	" "	" "

Industry's capital expenditure in the second quarter of 1969

REVISED ESTIMATES show that manufacturing industry's capital expenditure at 1963 prices seasonally adjusted was marginally higher in the second quarter than the average of the two previous quarters. This result follows from a slight upward revision to the estimates made at the provisional stage. Expenditure in the second quarter showed a large rise (about 11 per cent) over the level of the first quarter of 1969 but it is more appropriate for comparison purposes to average the first quarter of 1969 and the last quarter of 1968 because of the distortion of the normal pattern of expenditure arising from the ending in 1968 of the highter rates of investment grants payable on eligible expenditure since January 1, 1967. Investment by the distributive and service trades (excluding shipping) (at 1963 prices seasonally adjusted) in the second quarter has been revised upwards and was slightly higher than the average of the two previous quarters. Investment by the shipping industry in the second quarter was, as estimated at the provisional stage, considerably below its average in the two previous quarters.

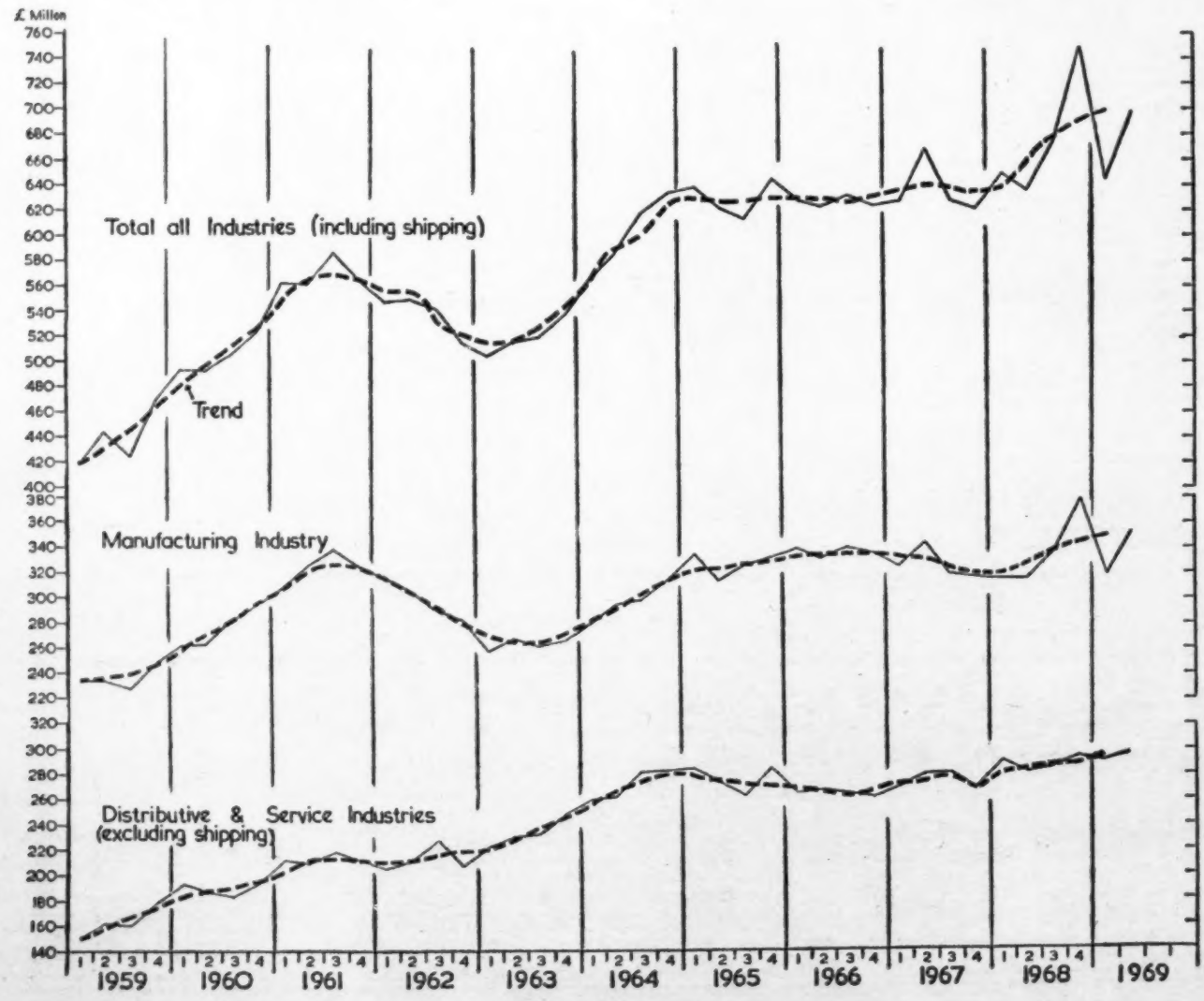
The final estimates of expenditure in the second quarter do not differ significantly from those made at the provisional stage on the basis of which the implications for expenditure in the year 1969 as a whole were discussed (*Board of Trade Journal*, September 17, 1969). The Board's latest Investment Intentions Inquiry, in which contributing companies provided forecasts of their expenditure in 1969 and in 1970, is now being compiled and its results will be published shortly.

Manufacturing industry

Between the average of the previous two quarters and the second quarter of 1969 there was little change in expenditure on plant and machinery but investment in new building work and vehicles both increased.

The volume of investment moved diversely for different industry groups. Comparing the second quarter of 1969 with the average of the two previous quarters, there were sharp increases in the metal manufacturing industry, in the vehicle and paper printing and publishing industries, a smaller increase in other manufacturing

Industry's fixed capital at 1963 prices seasonally adjusted



industries and little change in the food, drink and tobacco industries, the chemicals industry and the engineering industries. Investment by the mineral oil refininig industry showed a sharp fall while the textile leather and clothing group of industries showed a smaller decrease.

Distributive and service trades

Between the average of the previous two quarters and the second quarter of 1969 investment in new building work rose, little change was shown by expenditure on vehicle and expenditure on plant and machinery fell – here the ending of the higher rate of investment grants appears to have produced some distortion by bringing forward expenditure from the first quarter of 1969 to the fourth quarter of 1968. Within this sector there were diverse movements in the volume of investment; comparing the second quarter of 1969 with the average of the two previous quarters, there was a fall in expenditure on wholesale distribution and a small rise in expenditure in retail distribution. Investment in the other industries sector rose, mainly due to increases in expenditure by banks.

Shipping industry

There was a large decrease in expenditure of the shipping industry in the second quarter of 1969 compared with the average of the two previous quarters (a fall of 17 per cent at 1963 prices seasonally adjusted). The series, however, is very erratic reflecting the lumpiness of payments for ships; the rate of ordering of new ships by the shipping industry is currently high.

Table 1. Industry's fixed capital expenditure at 1963 prices seasonally adjusted

£ million

	Total	Analysis by industrial sectors			Analysis by type of asset		
		Manufacturing industries	Distributive and service industries (excluding shipping)	Shipping industry	New building work	Vehicles	Plant and machinery
1960	2,013	1,104	758	151	594	425	994
1961	2,274	1,301	852	121	699	406	1,169
1962	2,149	1,196	852	101	696	364	1,089
1963	2,075	1,055	936	84	650	391	1,034
1964	2,402	1,190	1,088	124	723	494	1,185
1965	2,515	1,309	1,107	99	756	472	1,287
1966	2,507	1,351	1,061	95	715	473	1,319
1967	2,543	1,310	1,100	133	687	513	1,343
1968	2,711	1,349	1,149	213	678	608	1,425
1963 1st quarter	504	257	223	24	161	92	251
2nd quarter	515	268	231	16	165	92	258
3rd quarter	519	263	233	23	160	99	260
4th quarter	537	267	249	21	164	108	265
1964 1st quarter	567	281	260	26	168	117	282
2nd quarter	586	295	263	28	177	117	292
3rd quarter	617	299	282	36	188	132	297
4th quarter	632	315	283	34	190	128	314
1965 1st quarter	637	336	285	16	201	112	324
2nd quarter	620	314	274	32	187	124	309
3rd quarter	613	327	264	22	185	111	317
4th quarter	645	332	284	29	183	125	337
1966 1st quarter	628	340	266	22	180	117	331
2nd quarter	623	333	267	23	177	119	327
3rd quarter	632	341	265	26	179	120	333
4th quarter	624	337	263	24	179	117	328
1967 1st quarter	628	326	271	31	179	121	328
2nd quarter	668	345	280	43	177	140	351
3rd quarter	628	321	281	26	166	125	337
4th quarter	619	318	268	33	165	127	327
1968 1st quarter	648	316	290	42	163	142	343
2nd quarter	637	317	283	37	170	131	336
3rd quarter	676	337	283	56	174	154	348
4th quarter	750	379	293	78	171	181	398
1969 1st quarter	647	319	291	37	176	141	330
2nd quarter	698	353	297	48	183	153	362

The total of manufacturing industry and of the distributive and service industries covers a wide sector of the economy, accounting – after exclusion of dwellings – for about 51 per cent of total capital expenditure in 1968. The total comprises most industries and services outside agriculture, forestry and fishing, coal mining, public utilities, the public transport corporation and public administration. The excluded parts are, except for agriculture, very largely in the public sector of the economy. For all industries covered, public expenditure (e.g. by the British Steel Corporation) is included. However, the figures are largely representative of the trend of expenditure of private industry and business.

For other footnotes, see end of article.

(Continued on next page)

Monthly Digest of Statistics

Prepared by the Central Statistical Office in collaboration with the Statistics Division of Government Departments, this digest is designed to provide industrialists and business executives with invaluable statistics relating to the economic situation in the United Kingdom. It contains a regular series of detailed statistics on a wide range of subjects which include the following:

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HMSO

CAPITAL EXPENDITURE, *continued*

Table 2. Fixed capital expenditure of manufacturing industry at 1963 prices seasonally adjusted

£ million

	Total	Analysis by industry group									Analysis by type of asset		
		Food, drink and tobacco	Mineral oil refining	Chemicals and allied industries	Metal manufacture	Engineering, shipbuilding and metal goods	Vehicles	Textiles leather and clothing	Paper printing and publishing	Other manufacturing industries	New building work	Vehicles	Plant and machinery
1960	1,104·2	137·8	16·6	143·8	204·0	251·7	86·0	93·1	73·3	97·9	285·0	69·1	750·1
1961	1,301·1	146·9	24·6	174·3	266·4	275·1	115·3	111·1	80·3	107·1	343·7	65·9	891·5
1962	1,195·8	145·2	17·5	173·3	228·6	242·4	103·7	95·4	80·7	109·0	321·7	57·0	817·1
1963	1,055·2	145·0	26·8	135·9	136·1	239·4	98·0	86·5	79·7	107·8	263·6	69·5	722·1
1964	1,189·7	162·2	28·1	170·8	114·4	287·2	86·1	117·1	90·8	133·0	291·4	85·1	813·2
1965	1,308·6	166·7	27·0	213·0	112·8	301·9	103·7	132·8	98·8	151·9	319·2	88·1	901·3
1966	1,350·9	161·6	50·2	231·1	116·0	307·7	115·2	129·1	86·2	153·8	307·8	84·8	958·3
1967	1,310·0	186·3	77·2	192·0	116·4	300·6	116·4	105·8	83·7	131·6	267·7	87·8	954·5
1968	1,349·5	204·3	90·5	199·0	99·2	306·1	100·1	129·5	80·5	140·3	279·7	96·5	973·3
1963 1st quarter	257·5	33·4	5·0	32·6	40·1	59·0	24·0	20·6	19·0	23·8	64·5	15·0	178·0
2nd quarter	268·1	36·4	6·4	35·1	36·9	60·2	25·0	20·7	20·7	26·7	67·7	17·2	183·2
3rd quarter	263·0	35·8	7·3	34·1	29·7	61·8	24·6	21·9	20·4	27·4	64·4	18·6	180·0
4th quarter	266·6	39·4	8·1	34·1	29·4	58·4	24·4	23·3	19·6	29·9	67·0	18·7	180·9
1964 1st quarter	280·7	39·3	10·3	37·6	28·2	67·0	21·2	25·3	22·1	29·7	69·2	20·7	190·8
2nd quarter	295·1	40·8	6·6	41·1	27·8	72·1	23·0	28·4	21·1	34·2	72·8	21·2	201·1
3rd quarter	298·7	41·8	5·4	42·7	29·1	73·0	19·5	29·7	24·4	33·1	72·8	21·6	204·3
4th quarter	315·2	40·3	5·8	49·4	29·3	75·1	22·4	33·7	23·2	36·0	76·6	21·6	217·0
1965 1st quarter	335·5	42·0	6·8	52·0	28·7	80·1	25·1	35·0	26·8	39·0	85·2	22·4	227·9
2nd quarter	314·5	39·7	6·2	51·0	28·1	72·1	24·0	31·4	26·1	35·9	78·0	21·2	215·3
3rd quarter	327·0	42·7	6·2	58·0	28·8	69·9	26·4	34·3	22·8	37·9	79·3	21·1	226·6
4th quarter	331·6	42·3	7·8	52·0	27·2	79·8	28·2	32·1	23·1	39·1	76·7	23·4	231·5
1966 1st quarter	339·6	40·9	10·0	61·2	28·7	74·9	31·0	31·6	20·6	40·7	76·5	21·6	241·5
2nd quarter	333·3	39·6	11·6	55·0	27·6	77·6	28·8	34·8	20·7	37·6	74·7	22·5	236·1
3rd quarter	341·4	40·0	14·6	57·9	29·2	78·3	27·8	31·9	21·5	40·2	77·7	21·1	242·6
4th quarter	336·6	41·1	14·0	57·0	30·5	76·9	27·6	30·8	23·4	35·3	78·9	19·6	238·1
1967 1st quarter	326·5	46·4	15·2	47·4	30·3	74·6	28·6	28·6	21·0	34·4	73·9	19·5	233·1
2nd quarter	344·5	47·0	19·6	55·1	31·9	79·1	31·0	26·6	21·9	32·3	70·7	22·1	251·7
3rd quarter	320·6	46·1	20·8	42·8	29·5	74·5	28·4	24·8	21·6	32·1	62·1	23·0	235·5
4th quarter	318·4	46·8	21·6	46·7	24·7	72·4	28·4	25·8	19·2	32·8	61·0	23·2	234·2
1968 1st quarter	316·3	45·0	18·9	45·0	31·5	73·6	23·4	28·8	19·4	30·7	62·0	24·1	230·2
2nd quarter	316·8	49·7	20·9	48·5	24·5	70·2	24·1	26·4	17·8	34·7	68·2	22·0	226·6
3rd quarter	337·0	53·9	20·9	47·7	22·3	78·6	29·5	31·3	19·2	33·6	75·0	23·7	238·3
4th quarter	379·4	55·7	29·8	57·8	20·9	83·7	23·1	43·0	24·1	41·3	74·5	26·7	278·2
1969 1st quarter	318·8	46·2	20·3	47·1	26·6	70·8	21·4	36·3	16·6	33·5	73·7	23·7	221·4
2nd quarter	353·1	52·1	16·4	53·2	28·2	74·7	29·6	35·2	23·5	40·3	76·6	26·4	250·1

Table 3. Fixed capital expenditure in the distributive and service industries (excluding shipping) at 1963 prices seasonally adjusted

£ million

	Total	Analysis by industry group			Analysis by type of asset		
		Wholesale Distribution	Retail Distribution	Other industries	New building work	Vehicles	Plant and machinery
1960	758	102	182	474	308	206	244
1961	852	107	203	542	355	220	277
1962	852	105	196	551	373	207	272
1963	936	115	212	609	385	239	312
1964	1,088	134	243	711	430	286	372
1965	1,107	133	226	748	432	289	386
1966	1,061	120	198	743	404	297	360
1967	1,100	139	200	761	417	295	388
1968	1,149	142	202	805	394	303	452
1962 1st quarter	223	28	53	142	96	54	73
2nd quarter	231	29	50	152	97	59	75
3rd quarter	233	29	53	151	95	58	80
4th quarter	249	29	56	164	97	68	84
1964 1st quarter	260	31	58	171	99	70	91
2nd quarter	263	32	63	168	104	68	91
3rd quarter	282	33	62	187	114	75	93
4th quarter	283	38	60	185	113	73	97
1965 1st quarter	285	37	59	189	113	76	96
2nd quarter	274	32	57	185	108	72	94
3rd quarter	264	33	56	176	105	68	91
4th quarter	284	31	54	198	106	73	105
1966 1st quarter	266	30	51	185	103	74	89
2nd quarter	267	31	49	187	101	75	91
3rd quarter	265	30	49	186	101	74	90
4th quarter	263	29	49	185	99	74	90
1967 1st quarter	271	32	49	190	104	72	95
2nd quarter	280	35	49	196	106	76	98
3rd quarter	281	36	50	195	103	76	102
4th quarter	268	36	52	180	104	71	93
1968 1st quarter	290	38	53	199	101	77	112
2nd quarter	283	33	51	199	101	72	110
3rd quarter	283	34	48	201	98	75	110
4th quarter	293	32	50	206	94	79	120
1969 1st quarter	291	35	51	205	102	80	109
2nd quarter	297	34	52	211	105	80	112

Table 4. Industry's fixed capital expenditure at current prices

£ million

	Total	Manufacturing industry	Distributive and service industries (excluding shipping)	Shipping industry
1960	1,901	1,021	718	162
1961	2,192	1,239	821	132
1962	2,119	1,168	844	107
1963	2,075	1,055	936	84
1964	2,446	1,216	1,107	123
1965	2,657	1,401	1,156	100
1966	2,739	1,504	1,136	99
1967	2,797	1,465	1,192	140
1968	3,084	1,565	1,288	231
1963 1st quarter	481	240	219	22
2nd quarter	504	263	226	15
3rd quarter	513	264	227	22
4th quarter	577	288	264	25
1964 1st quarter	551	268	260	23
2nd quarter	584	295	264	25
3rd quarter	613	303	277	33
4th quarter	698	350	306	42
1965 1st quarter	638	333	290	15
2nd quarter	643	329	284	30
3rd quarter	642	352	269	21
4th quarter	735	387	313	35
1966 1st quarter	661	357	283	21
2nd quarter	661	357	282	22
3rd quarter	676	378	272	26
4th quarter	741	412	299	30
1967 1st quarter	676	354	293	29
2nd quarter	714	370	300	44
3rd quarter	669	354	290	25
4th quarter	738	387	309	42
1968 1st quarter	704	342	321	41
2nd quarter	708	355	314	39
3rd quarter	750	388	306	56
4th quarter	922	480	347	95
1969 1st quarter	734	361	335	38
2nd quarter	803	408	342	53

Notes relating to Tables 1 to 4

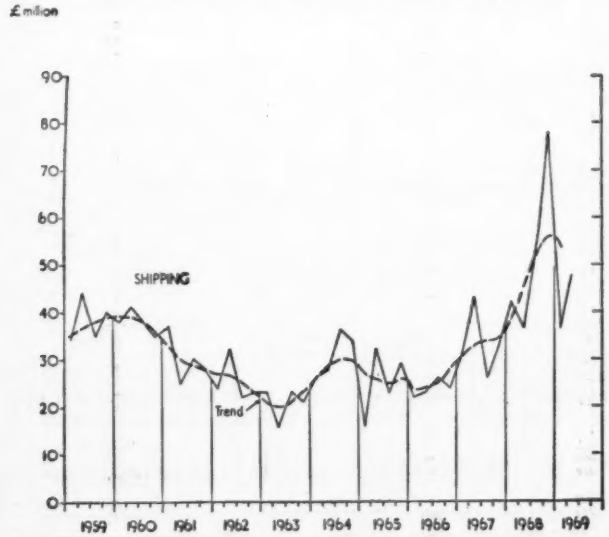
Capital expenditure comprises expenditure on vehicles (including ships) and plant and machinery less receipts from sales of these assets and on new building work.

The analysis by industry group follows the Standard Industrial Classification (1963 consolidated edition):

Manufacturing Orders III to XVI
Distributive Trades Order XX
Wholesale MLH 810, 831, 832
Retail MLH 820
Other Industries Order XVII (Construction); XIX (Transport and Communication) excluding 701 – Railways, 705 – Port and Inland Water Transport, 706 – Air Transport and 707 – Postal Services and Telecommunications; XXI (Insurance, Banking and Finance) excluding savings departments of the Post Office and Trustee Savings Banks; XXII (Professional and Scientific Services) excluding 872 – Educational Services and 874 – Medical and Dental Services; and XXIII (Miscellaneous Services).

The estimates are shown to the nearest £ million but should not be regarded as accurate to this degree, and care should be taken in using the industry figures in Tables 2 and 3 because of the margins of error involved in the quarterly seasonal adjustments.

Industry's fixed capital at 1963 prices seasonally adjusted



Production of man-made fibres in August

TOTAL PRODUCTION by weight of man-made fibres in August was 2 per cent more than in August 1968. Output of continuous filament was 5 per cent more while staple fibre was at the same level.

Man-made fibre production — Million lb. (†)

	Total	Continuous filament (singles)	Staple fibre
1964	825·2	378·1	447·1
1965	862·1	396·4	465·7
1966	881·6	411·4	470·2
1967	955·1	438·4	516·7
1968	1,188·6	533·0	655·7
1968 1st quarter	292·5	133·9	158·6
2nd quarter	298·4	135·1	163·3
1969 1st quarter	312·8	143·9	168·9
2nd quarter	316·8	142·6	174·2
1968 June	95·3	43·3	52·0
July	98·7	42·9	55·7
August	87·2	38·9	48·4
1969 June	102·2	46·4	55·9
July	92·5	43·0	49·5
August	89·1	40·8	48·3

† From July 1967 the production figures for continuous filament yarn are on an 'actual weight' basis; previously figures were on a 'delivered weight' basis which is approximately 3 per cent less than the corresponding 'actual weight.'

Hire purchase, credit sale and hiring controls: correction

THE ANNOUNCEMENT of the new Hire-Purchase and Hiring Control Orders which appeared on page 871 of the *Board of Trade Journal* of October 1 contained a misprint in the second paragraph which dealt with deposits, repayment periods and advance rental payments. The new Orders have made no changes in the minimum deposits or maximum repayment periods for goods subject to the hire purchase controls, and no changes in the minimum advance rental payments for goods subject to the hiring controls.

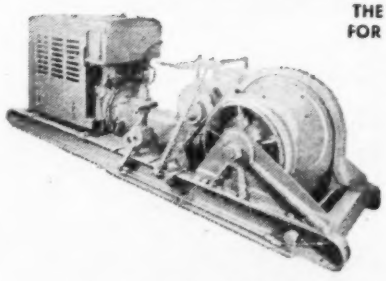
'DARLINGTON' WINCHES

THE 'DARLINGTON' STATIC

THE ALL-PURPOSE WINCH FOR HOME AND OVERSEAS

FOR HOISTING, HAULING, LOADING, UNLOADING, CONSTRUCTION OR DEMOLITION WORK

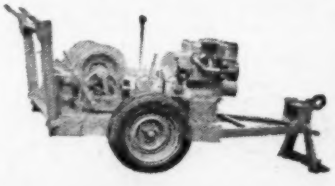
THIS MACHINE IS IDEAL FOR OILFIELD WORK



THE 'DARLINGTON' PORTABLE POWER DRIVEN WINCH

THIS WINCH IS OF GREAT VALUE TO BUILDERS AND CONTRACTORS

POWERED BY PETROL OR DIESEL ENGINE



SPECIALISTS IN VEHICLE AND STATIC WINCHES

DARLINGTON ENGINEERING CO. (Gateshead) Ltd.
TEAM VALLEY ESTATE, CO. DURHAM

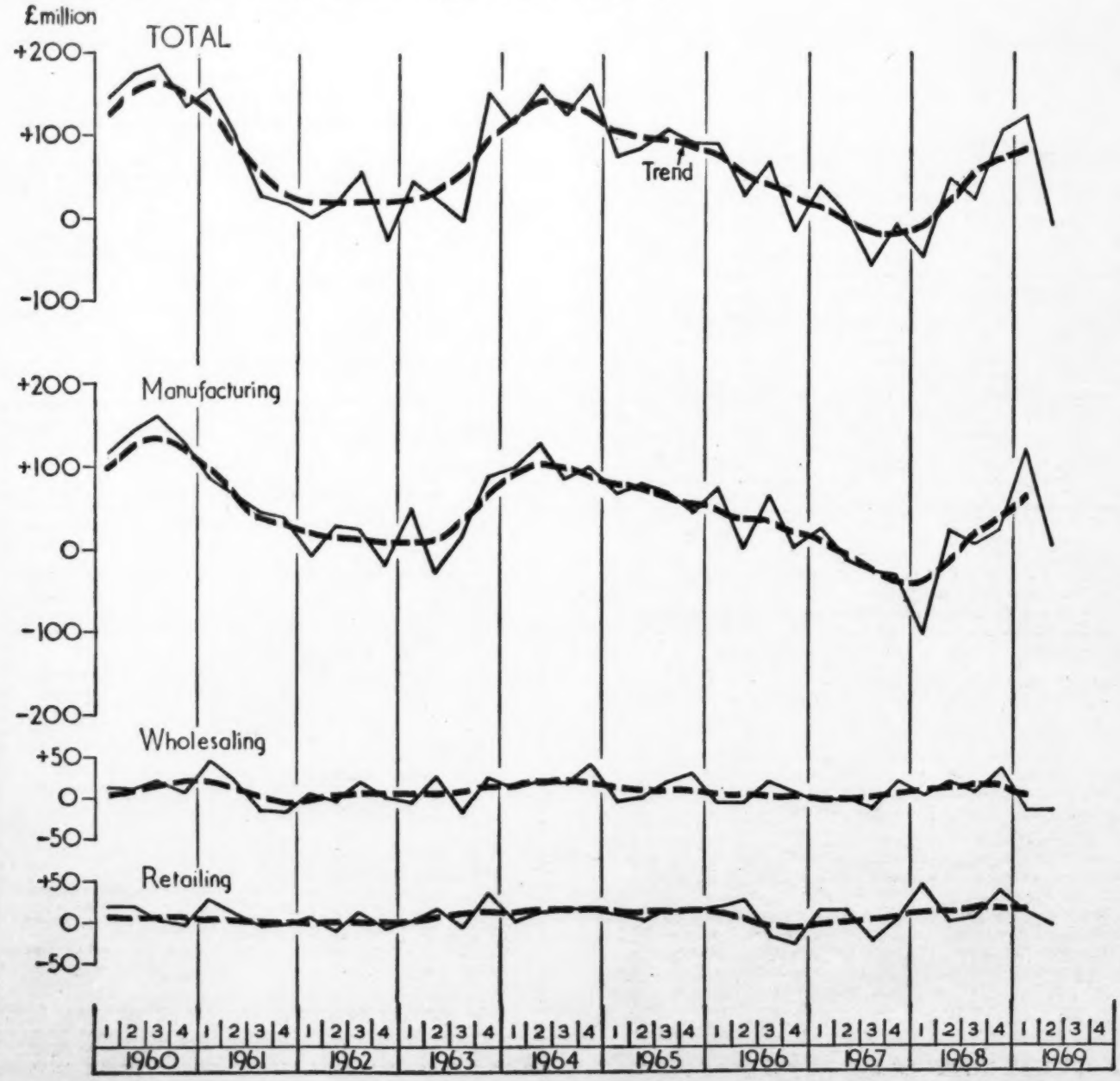
Industry's stocks in the second quarter of 1969

REVISED ESTIMATES confirm the provisional figures' indication of a slight overall fall in industry's stocks during the second quarter, with a small increase in manufacturers' holdings more than balanced by a drop in those of distributors. The overall fall of £8 million (seasonally adjusted, 1963 prices) follows heavy stockbuilding in the last two quarters.

Manufacturing industry

The increase in stocks of materials and fuel, though smaller than previously estimated, continues the phase of positive stockbuilding which began at the end of 1968 following a long period of destocking. Stocks of finished goods are now estimated to have remained virtually unchanged after an exceptional increase in the first quarter, while

Value of physical increase of industry's stocks at 1963 prices seasonally adjusted



Consolidated list of goods subject to security export control

THE ATTENTION of manufacturers and exporters is drawn to the following schedule of goods, which replaces the list appearing in the *Board of Trade Journal* for August 19, 1966. This schedule defines goods which are, or will be, subject to export control for reasons of national security. The control applies to most destinations, but the security implications arise principally in relation to exports to Albania, Bulgaria, China, Czechoslovakia, the Eastern Zone of Germany, Hungary, Mongolia, North Korea, North Vietnam, Poland, Rumania and the USSR.

The control does not represent a total ban on exports to the areas named above of all goods in the Schedule. Licences will be available for many types of goods, but for a number of reasons including the difficulties of precise definition and because the circumstances of particular cases can affect the position, it is not possible to exclude these goods from the scope of licensing control or to say exactly what prospects are open to exporters. The notes in italics following particular items do, however, indicate where the best prospects lie.

Licences may also be available for goods covered by certain of the unannotated items, particularly Nos. AE24, 1002, 1092, 1649 and 1721. In addition, applications for export licences will be considered for any other goods on the Schedule. In these cases it is particularly important to submit full supporting information including a precise description of the goods involved, the use to which they are to be put and the ultimate destination.

The purpose of this control may be defeated if the above countries are supplied with technology relating to the manufacture of goods appearing on the Schedule. Great care should, therefore, be taken to prevent this happening, for example when technicians or students from these countries are visiting, or are being trained at, British factories. Where manufacturers or exporters wish to conclude an agreement involving the supply of technology to one of the above countries they should consult the Board of Trade or the appropriate Production Department in any case where it seems that the technology involved might assist with the manufacture of goods on the schedule.

The Schedule is published here for general information and guidance. It does not in this form have the force of law, nor does it include all goods subject to export licensing control. For the complete schedule of goods which currently require licensing, reference should be made to the Export of Goods (Control) Order 1967, as amended, and to the Strategic Goods (Control) Order 1967. Amendments will be made shortly to these Statutory Orders to give effect to the changes in the Schedule.

General inquiries about the schedule should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2266 or 3381) or to the appropriate Production Department. Applications for export or transhipment licences should be addressed to the Export Licensing Branch, Board of Trade, Broadway Buildings, 54 Broadway, London, S.W.1 (01-222 7877, Ext. 2628 or 2718), from whom further copies of the Schedule may be obtained, and of whom inquiries should be made in any case of doubt as to whether export licences are required.

Munitions list

M.L.1. Small arms and machine guns, as follows:

(a) Rifles, carbines, revolvers, pistols, machine pistols and machine guns;
(b) All specifically designed components and parts therefor.

Pistols (non-automatic or semi-automatic)for short range (less than 25 metres) defence and having a calibre of less than 9 mm parabellum;
Sporting or hunting weapons having at least one smooth-bore barrel;
Rifled-bore sporting or hunting weapons with manually operated cartridge ejection and reloading, and having a magazine capacity limited to 5 cartridges; and
Rifles, carbines or pistols designed only for sporting or ornamental purposes.

M.L.2. Artillery and projectors, as follows:

(a) Guns, howitzers, cannon, mortars, tank destroyers, rocket launchers, military flame throwers, recoilless rifles;
(b) Military smoke, gas and pyrotechnic projectors;
(c) All specifically designed components and parts for the foregoing.

M.L.3. Ammunition and all specifically designed components and parts thereof, for the weapons enumerated under Items M.L.1 and M.L.2.

Target ammunition;
Cartridges with an expanding bullet of the type used for hunting or sport;
provided that such ammunition is for weapons described in the note to M.L.1.

M.L.4. Bombs, torpedoes, rockets and missiles (guided or un-guided), as follows:

(a) Bombs, torpedoes, grenades (including smoke grenades), smoke canisters, rockets, mines, missiles (guided or unguided), depth charges, fire bombs, incendiary bombs; and all specifically designed components and parts therefor;
(b) Apparatus and devices specifically designed for the handling, control, activation, launching, laying, sweeping, discharging, detonation or detection of items enumerated in sub-item (a); and all specifically designed components and parts therefor;
(c) Military fuel thickeners specifically formulated for the purpose of producing materials which, when added to petroleum products, provide a gel-type incendiary material for use in bombs, projectiles, flame throwers or other implements of war.

M.L.5. Fire control equipment and range finders, as follows:

(a) Fire control, gun laying, night sighting, missile tracking and guidance equipment;
(b) Range, position and height finders, and spotting instruments specially designed for military purposes;
(c) Aiming devices, electronic, gyroscopic, acoustic and optical, specially designed for military purposes;
(d) Bomb sights, bombing computers, gun sights and periscopes, specially designed for military purposes;
(e) Television sighting units specially designed for military use;
(f) Components, parts, accessories, and attachments specifically designed for the articles enumerated in sub-items (a), (b), (c), (d) and (e) above.

M.L.6. Tanks, and vehicles specially designed for military purposes, as follows:

(a) Tanks and self-propelled guns;
(b) Military type armed or armoured vehicles and vehicles fitted with mountings for arms;
(c) Armoured railway trains;
(d) Military half tracks;
(e) Military type recovery vehicles;
(f) Gun carriers and tractors specially designed for towing artillery;
(g) Trailers specifically designed to carry ammunition;
(h) Amphibious and deep water fording military vehicles;
(i) Military mobile repair shops specifically designed to service military equipment;
(j) All other specially designed military vehicles;
(k) Pneumatic tyre casings (excluding tractor and farm implement types) of a kind specially constructed to be bullet proof or to run when deflated;
(l) All specifically designed components and parts for the foregoing.

M.L.7. Toxicological agents, as follows:

(a) Biological, chemical and radio-active materials adapted for use in war to produce casualties in men or animals, or to damage crops;
(b) Equipment specifically designed and intended for the dissemination of the materials described in sub-item (a);
(c) Equipment specifically designed and intended for defence against the materials described in sub-item (a), and for their detection and identification;
(d) Components and parts specially designed for the items listed in (b) and (c) above.

M.L.8. Powders, explosives, propellants and stabilizers therefor, as follows:

(a) Powders and liquid or solid propellants for the articles enumerated in Items 3, 4 and 7, and stabilizers therefor;
(b) Military high explosives and stabilizers therefor;
(c) Chemical base high energy solid or liquid fuels specially formulated for military purposes;
(d) Fuming nitric acid.

Propellants and explosives normally used for civilian or industrial purposes or made into cartridges or charges of an exclusively civilian or industrial nature.

M.L.9. Vessels of war, and special naval equipment, as follows:

(a) Combatant vessels or vessels designed for offensive or defensive action (surface or under-water) whether or not converted to non-military use and regardless of current state of repair or operating condition, and hulls or parts of hulls for such vessels;
(b) (i) Diesel engines of 1,500 horse power and over with rotary speed of 700 revolutions per minute or over, specially designed for submarines;
(ii) Electric motors specially designed for submarines i.e., over 1,000 horse power quick reversing type, liquid cooled and totally enclosed;
(iii) Non-magnetic diesel engines, 50 horse power and over, specially designed for military purposes;
An engine shall be presumed to be specially designed for military purposes if:
(i) it has non-magnetic parts other than crankcase, block, head, pistons, covers, end plates, valve facings, gaskets and fuel, lubrication and other supply lines; or
(ii) its non-magnetic content exceeds 75 per cent of total weight;
(c) Magnetic, pressure, and acoustic underwater detection devices specially designed for military purposes; controls and components thereof;
(d) Submarine and torpedo nets;
(e) Compasses and equipment therefor and ship's course indicators, specially designed for submarines;
(f) Components, parts, accessories and attachments for the foregoing such as turrets, naval gun mounts, submarine batteries and catapults.

M.L.10. Aircraft and helicopters, of the piloted or pilotless types and aero-engines and aircraft or helicopter equipment, associated equipment and components, specially designed for military purposes as set out below:

(a) Combat aircraft and helicopters and other aircraft and helicopters specially designed for military purposes, including military reconnaissance, assault, military training and logistic support, and all aircraft and helicopters having special structural features such as multiple hatches, special doors, ramps, reinforced floors and the like, for transporting and airdropping troops, military equipment and supplies; aero-engines specially designed or adapted for use with such aircraft and helicopters, with the exception of aero-engines excepted under the note to Item 1460 (c) (Group E); and component parts thereof;
(b) Airborne equipment, including airborne refuelling equipment, specially designed for use with the aircraft and helicopters and the engines of the types of aircraft and helicopters covered by sub-item (a) and component parts thereof;
(c) Pressure refuellers, pressure refuelling equipment, equipment specially designed to facilitate operations in confined areas and ground equipment not elsewhere specified, developed specially for aircraft and helicopters, aircraft and helicopter engines covered by sub-item (a);
(d) Pressurized breathing equipment and partial pressure suits for use in aircraft and helicopters; anti-'G' suits; military crash helmets; parachutes used for combat personnel, cargo-dropping, and aircraft deceleration; liquid oxygen converters used for aircraft, helicopters and missiles; catapults and cartridge actuated devices utilized in emergency escape of personnel from aircraft and helicopters.

M.L.11. Electronic equipment specially designed for military use; and components and parts therefor.

M.L.12. Photographic equipment, as follows:

(a) (i) Air reconnaissance cameras and associated equipment designed and used for military purposes;
(ii) Film processing and printing machines designed and used for military purposes;
(b) Other cameras and other devices recording on film specially designed and used for military purposes, and specialized equipment designed to make the recorded information militarily useful;
(c) All specially designed components and parts for the foregoing.

M.L.13. Special armoured equipment, as follows:

(a) Armour plate;
(b) Military helmets;
(c) Body armour and flak suits;
(d) Components and parts specially designed for equipment in (c) above.

M.L.14. Specialized military training equipment, as follows:

(a) Specialized military training equipment;
(b) Components, parts, attachments and accessories specially designed for such equipment.

M.L.15. Military infra-red equipment and specialized components therefor.
(See also items I.L.1502 and I.L. 1556.)

M.L.16. Munitions components and materials, as follows:

(a) Brass and bronze fabrications for primer anvils, fabrications for bullet caps (gilding metal clad steel), cartridge link, primer cap, shell rotating band;
(b) Copper rotating bands for shells, and other copper munitions components;
(c) Gilding metal clad steel;
(d) Rough steel forgings, steel and alloy castings for guns and for arms.

M.L.17. Miscellaneous equipment and materials, as follows:

(a) Tear gas and equipment for the dissemination thereof;
(b) Self-contained diving and underwater swimming apparatus as follows:
(i) Closed and semi-closed circuit (rebreathing) apparatus;
(ii) Specially designed components for use in the conversion of open-circuit apparatus to military use;
(iii) Articles exclusively designed for military use with self-contained diving and underwater swimming apparatus;
(c) Bayonets;
(d) Fire arms silencers (mufflers);
(e) Power controlled searchlights and control units therefor, designed for military use;
(f) Construction equipment built to military specifications, specially designed for airborne transport.

M.L.18 (a) Specialized machinery, equipment, and gear specially designed for the examination, manufacture, testing and checking of the arms, ammunition, appliances and machines referred to in this Group;
(b) Vibration testing equipment (except mechanical types), capable of providing a thrust greater than 2,000 lb and specialized ancillary equipment therefor.

Equipment used to determine the safety data of explosives, as required by the International Convention on the Transport of Dangerous Goods (CIM), articles 3 and 4 in Annex I RID, provided that such equipment will be used only by the railway authorities of current CIM member countries for testing explosives to transport safety standards, as follows:
(a) Equipment for determining the ignition and deflagration temperatures;
(b) Equipment for steel-shell tests;
(c) Drop hammers not exceeding 20 kg in weight for determining the sensitivity of explosives to shock;
(d) Equipment for determining the friction sensitivity of explosives when exposed to charges not exceeding 36 kg in weight.

M.L.19. Environmental chambers capable of pressures of 26 Torr or less, including those with a pressure capability only and those which also have a capability of simulating other environments, such as radiation and temperature and specialized parts, controls and devices therefor.
Explanatory Note: This item is not intended to cover equipment fitted with such industrial machinery as is not described in this list such as coating machinery not elsewhere specified, and equipment for the casting of plastics.

M.L.20. Cryogenic equipment, as follows:

(a) equipment designed for maintaining an ambient temperature below −274° Fahrenheit (−170° centigrade);
(i) Designed for use in marine, airborne or space applications; or
(ii) Ruggedized for mobile ground use; or
(iii) Designed to maintain operating temperatures for electrical, magnetic or electronic equipment or components;
(b) electrical, magnetic or electronic equipment or components and electrical conductors specially designed for operation continuously or discontinuously at ambient temperatures below — 274° Fahrenheit (−170° centigrade);
(c) Specially designed accessories, sub-assemblies, parts or components for sub-items (a) and (b).

50 Hertz or 60 Hertz rotating electrical power generating equipment including associated transformers and motor generator sets specially designed for fixed ground operation where the coolant is at or above the temperature at which liquid nitrogen boils at atmospheric pressure and is in contact with the surrounding atmosphere.

M.L.21. Instruments or devices capable of automatically measuring the speed of sound *in situ* in water, and rated for differential sensitivity measurements of 1 part in 5,000 parts or better; specialized parts therefor; equipment containing such instruments or devices.

M.L.22. Electrically triggered shutters of the carbon injection or photochromic function type having a shutter speed of less than 100 microseconds, except shutters which are an essential part of a high speed camera.

Atomic energy list

A.E.1. Source (fertile) and fissionable materials, including, but not limited to, the following eight items:

(a) Minerals, raw and treated (including residues and tailings), which contain either uranium or thorium or any combination thereof, exceeding 0,05 per cent by weight, as follows:
  (i) Ores containing uranium including pitchblende;
  (ii) Monazite and monazite sands;
  (iii) Ores containing thorium including urano-thorianite;
(b) Natural uranium, unwrought or wrought, including alloys and compounds of natural uranium, having a uranium content exceeding 0.05 per cent, **excepting** medicinals;
(c) Uranium 233, alloys containing uranium 233 and compounds of uranium 233;
(d) Uranium enriched in the isotope 235, alloys containing uranium enriched in the isotope 235, and compounds of uranium enriched in the isotope 235;
(e) Irradiated uranium containing plutonium;
(f) Plutonium, alloys containing plutonium and compounds containing plutonium;
(g) Thorium, unwrought or wrought, and alloys and compounds containing thorium **excluding** alloys containing less than 1.5 per cent of thorium by weight and **except** medicinals;
(h) Irradiated thorium containing uranium 233.

(a) *Individual shipments of:*
  (i) *Up to 100 kg of contained thorium in compounds and up to 1 kg. of thorium metal;*
  (ii) *Up to 1 kg of natural and/or depleted uranium;*
  (iii) *Up to 1,000 k.g of depleted uranium if contained in shielding specially designed for teletherapy, radiography or radioactive thermo-electric generators, and supplied together with such apparatus;*
  (iv) *Up to 1/100 micro-curie of materials described in (c), (d), (e), (f) and (h);*
  (v) *Up to 100 mg of materials described in (d) and (f) above in the form of targets for nuclear research purposes provided that the material is subject to the Safeguards System of the International Atomic Energy Agency.*
  (vi) *Up to 1,000 kg of thorium nitrate (mantle grade) for use in the production of thoriated gas mantles.*
(b) *Subsequent shipments of fuel for civil research and power reactors exported under the note to Item A.E.36.*
(c) *Depleted uranium fabricated in the form of counterweights either installed as integral parts of or supplied as replacement parts for aircraft not described in this list.*

A.E.5. Deuterium and compounds, mixtures and solutions containing deuterium, including heavy water and heavy paraffins, in which the ratio of deuterium atoms to hydrogen atoms exceeds 1:5,000 by number; (b) Plant and equipment specially designed for the production and/or concentration of deuterium oxide.

Individual shipments containing up to 1 kg of deuterium, except as limited by sub-item A.E.35 (b);

Subsequent shipments of deuterium for use in reactors exported under the note to Item A.E.36.

A.E.8. Zirconium metal, alloys containing more than 50 per cent zirconium by weight and compounds in which the ratio of hafnium content to zirconium content is less than one part to 500 parts by weight, and manufactures wholly thereof.

Individual shipments of up to 5 kg of hafnium-free zirconium;

Individual shipments of up to 200 kg of hafnium-free zirconium in the form of foil or strip having a thickness not exceeding 0.00095 in. and specially fabricated and intended for use in photo flash bulbs;

Finished parts of zirconium metal or its alloys specially designed for an identified civil research or power reactor provided that none of the parts contain fissile materials and the importing country has agreed to the application of the safeguards of the International Atomic Energy Agency (IAEA) to the nuclear reactor facility;

One-time shipments not exceeding 100 kg of contained zirconium metal or parts made therefrom when intended for use in or in support of, an identified civil research or power reactor facility over which it is contemplated that IAEA safeguards would be applied.

A.E.11. Nickel as follows:

Powder, having a nickel content of not less than 99 per cent and a particle size of less than 100 microns; and Porous metal having a mean pore size not exceeding 25 microns and a nickel content of not less than 99 per cent **except** single porous nickel metal sheets not exceeding 144 in² (930 cm²) for use in batteries with civil applications.
(See also Item I.L. 1661).

Technical Note: Porous nickel as defined above refers to porous metal manufactured from nickel powder as defined above, which has been compacted and sintered to form a metal material with fine pores interconnected throughout the structure.

Nickel powder in uncompacted powder form not made by the carbonyl process.

Individual shipments of up to 50 kg of nickel powder in uncompacted powder form made by the carbonyl process.

A.E.12. Beryllium metal and manufactures wholly thereof, **except** beryllium windows for medical X-ray machines; alloys containing more than 50 per cent of beryllium by weight; oxides and other compounds.

Individual shipments of the above products containing up to:
500 g of beryllium of a purity of 99 per cent or less; or
100 g of beryllium (except single crystals), with a purity greater than 99 per cent; or
5 kg of beryllium contained in compounds with a purity of less than 99 per cent.

A.E. 14. Fluorine.

Shipments containing up to 25 kg of fluorine.

A.E.15. Chlorine trifluoride.

Shipments containing up to 5 kg of chlorine trifluoride.

A.E.17.

Trichlorotrifluoroethane;
Dichlorotetrafluoroethane.

Individual shipments of up to 10,000 kg of the above fluorinated hydrocarbons.

A.E.18. Equipment specifically designed for the separation of isotopes of uranium and/or lithium.

A.E.19. Machines, materials or equipment specially designed for use in the processing of irradiated nuclear materials in order to isolate or recover fissionable materials, such as nuclear reactor fuel chopping machines, countercurrent solvent extractors, and specially designed parts and accessories therefor.

A.E.22. Mass spectrographs and spectrometers, as follows:

(a) All multi-focus types (including double focus, tandem and cycloidal);
(b) Single focus types possessing a radius of curvature of 5 in or more;
(c) Specially designed assemblies, components and parts for the foregoing.

Single equipments described in sub-item (b).

A.E.23. Any plant specially designed for the production of uranium hexafluoride (UF_6).

A.E.24. Particle accelerators capable of imparting energies of 500,000 electron volts or more, rated for a peak beam power of 500 megawatts or more, and specialized parts and accessories therefor.

A.E.27. Valves, 3 cm or greater in diameter, with bellows, seal, wholly made of or lined with aluminium, nickel, or alloy containing 60 per cent or more nickel, either manually or automatically operated and with other than metal to metal seats.

A.E.29. Gas centrifuges capable of the enrichment or separation of isotopes.

Gas centrifuges specially designed for industrial use and not suitable for atomic energy production use.

A.E.30. Blowers and compressors (turbo, centrifugal and axial flow types), wholly made of or lined with aluminium, nickel, or alloy containing 60 per cent or more nickel, and having a capacity of 60 cubic feet per minute (1,700 litres per minute) or greater.

A.E.31. Electrolytic cells for the production of fluorine with a production capacity greater than 250 g of fluorine per hour; major components thereof.

A.E.33. Heat exchangers suitable for use in gaseous diffusion plants, i.e. heat exchangers made of aluminium, copper, nickel, or alloys containing more than 60 per cent nickel, or combinations of these metals as clad tubes, designed to operate at sub-atmospheric pressure, with a leak rate of less than 10^{-4} atmospheres per hour under a pressure differential of 1 atmosphere.

A.E.34. Artificial graphite having a boron content of less than or equal to 1 part per million, the total thermal absorption cross section being less than or equal to 5 millibarns per atom.
(See also Item I.L. 1673).

Individual shipments of up to 100 kg of artificial graphite as specified above;

Subsequent shipments of artificial graphite as specified above in reactors exported as exceptions to Item A.E.36 as defined in the note thereto.

A.E.35. Lithium, as follows:

(a) Metal;
(b) Hydrides, in which lithium, whether normal, depleted or enriched in the 6 isotope, is compounded with hydrogen or its isotopes or complexed with other metals or aluminium hydride;

(c) Alloys, as follows:
  (i) Magnesium-based alloys containing 10 per cent or more lithium;
  (ii) Containing 50 per cent or more of lithium either normal or depleted in the 6 isotope; or
  (iii) Containing any quantity of lithium enriched in the 6 isotope; or
(d) Any other material containing lithium enriched in the 6 isotope, including compounds, mixtures and concentrates.

Shipments containing up to 1 kg of lithium metal not enriched in the 6 isotope or up to 10 kg of lithium hydride, either complexed with other metals or not, in which the lithium is not enriched in the 6 isotope and is not compounded with the heavier isotopes of hydrogen.

A.E.36. Nuclear reactors, i.e. reactors capable of operation so as to maintain a controlled, self-sustaining fission chain reaction; major components designed or intended for use in a nuclear reactor such as reactor vessels, core support structures, coolant pumps, fuel element handling equipment, heat exchangers and control rod drive mechanisms; power generating and/or propulsion equipment not elsewhere specified, specially designed for use with nuclear reactors.

Civil research and power reactors provided that countries to which they are destined support the International Atomic Energy Agency system of safeguards.

A.E.37. Hafnium metal, and alloys and compounds of hafnium containing more than 15 per cent hafnium by weight.

Shipments of up to 1 kg of contained hafnium.

A.E.38. Calcium containing both less than one-hundredth (0.01) per cent by weight of impurities other than magnesium and less than 10 parts per million of boron.

Shipments containing up to 25 kg of calcium as defined above.

A.E.39. Tritium, its compounds, and their mixtures in which the ratio of tritium to hydrogen by atoms exceeds one part in 1,000.

Technical Note: The only compounds and mixtures excluded by this definition are those where the separation of the tritium from its compounds cannot result in the evolution of an isotopic mixture of hydrogen in which the ratio of tritium to hydrogen by atoms exceeds one part in 1,000.

Individual shipments containing up to 100 curies of tritium, except as limited by sub-item (b) of A.E.35;

Individual shipments containing up to 500 curies of tritium when contained in luminous paint, or in a paint constituent; in the form of tritium activated zinc sulphide phosphor in which the tritiating agent is a compound containing part of its chemically bound hydrogen in the form of a tritium isotope.

A.E.40. Neutron generator tubes designed for operation without an external vacuum system, and utilizing electrostatic acceleration to induce a tritium-deuterium nuclear reaction.

A.E.41. Process control instrumentation specially designed or modified for monitoring or controlling the processing of irradiated fissionable or fertile materials or irradiated lithium.
(See also Item A.E.19).

Industrial list

Group A. Metal-Working Machinery

1002. Jig borers and jig grinders with accuracies of better than ± 3 microns (± 0.00012 in)

1016. Grinding heads and spindle assemblies (consisting of spindles and bearings as a minimal assembly) designed or rated for operation at speeds in excess of 120,000 revolutions per minute and machines specially designed for the utilization of such grinding heads.

Explanatory Note: This definition does not cover hand-held drills.

1072. Presses and specialized controls, accessories and parts therefor, as follows:

(a) Presses (stabilized equipment using rams) for applying high impact energy work forces through use of explosives or compressed gases including air;
(b) Presses specially designed or redesigned for the working or forming of metals, alloys or other materials with a melting point exceeding 1,900° centigrade;
(c) Hydraulic presses as follows:
  (i) Vertical presses having a total rated force of over 10,000 tons;
  (ii) Horizontal presses having a total rated force of over 5,000 tons.
(d) Isostatic press systems as follows:
  (i) capable of achieving a maximum working pressure of 20,000 lb/in² (1,406 kg/cm²) or greater and possessing a chamber cavity with an inside diameter in excess of 16 in (40.6 cm), or
  (ii) capable of achieving a maximum working pressure of 5,000 lb/in² (351 kg/cm²) or greater, and having a controlled thermal environment within the closed cavity, except those possessing a chamber cavity with an inside diameter of less than 5 in (127 mm) and which are also capable of achieving and maintaining a controlled thermal environment only between + 80° centigrade and − 35° centigrade.

Technical Note: Isostatic presses are those capable of pressurizing a closed cavity through various media (gas, liquid, solid particles, etc.) to create equal force in all directions within the cavity upon a workpiece or material.

(e) Control equipment, accessories and parts which are specially designed for the above presses.

Hydraulic presses described in sub-item (c) not specially designed for use in forming aircraft, missile or space vehicle parts, in powder metallurgy or in ceramics production where the total rated force is less than 30,000 tons for vertical presses and 10,000 tons or less for horizontal presses; and

Parts included in sub-item (e) to service presses previously exported under the first part of this note.

1075. Spin-forming machines, except those with a spindle drive motor of less than 50 horse power.

1080. Machines and equipment specially designed for making or measuring gas turbine blades.

1081. Machinery for use in the manufacture of aircraft, as follows:
(a) Machinery specially designed for the working or forming of aircraft sheet, plate or extrusion;
(b) Machinery specially designed for the milling of aircraft skin.

1086. Machines specially designed for the manufacture of jet engines, the following:
(a) Jet engine compressor case boring machines;
(b) Jet engine compressor or turbine disc turning machines;
(c) Jet engine rotor grinders.

1088. Gear making and/or finishing machinery, as follows:
(a) Gear grinding machines, generating type, capable of accepting gear blanks of 36 in (914 mm) work diameter or more;
(b) Gear grinding machines, generating type, designed to grind gears to a face-width of 7 in (177 mm) or more, for the production of helical or herring-bone gears;
(c) Capable of the production of gears of a module finer than 0.5 mm (diametral pitch finer than 48) and meeting a quality standard better than DIN 58405 Class 7.

Technical Note: If rated in AGMA or Admiralty standards and not rated in DIN 58405, AGMA 10 or Admiralty Class II shall be considered to be the equivalent of DIN 58405 Class 7.

1091. Numerical control systems, as follows:
(a) Numerical control systems specially designed for controlling co-ordinated simultaneous (contouring and continuous path) machining movements in a machine tool in two or more axes; and machine tools designed for or equipped with such controls;

Two-axis systems having normal resolutions of 0.0004 in (0.01 mm) or coarser, and machine tool designed for or equipped with such controls, including systems of more than two axes providing not more than two axes are simultaneously co-ordinated.

(b) Numerical control servo-driven measuring or gauging machines specially designed for measuring at any point of the contour the dimensional shape and contour characteristics of two- or three-dimensional objects including objects of revolution.

Two-axis measuring or gauging machines specially designed for measuring at any point of the contour of the objects produced with machines of the type and characteristics described in the Note to sub-item (a).

1092. Tracer controlled machine tools, as follows:
(a) Milling and boring machines with an accuracy of ± 0.001 " (± 0.025 mm) and a repeatability of ± 0.0005 in (± 0.0125 mm) or better;
(b) Lathes with an accuracy of ± 0.0004 in (± 0.01 mm) and a repeatability of ± 0.0002 in (± 0.005 mm) or better;
(c) Specialized accessories and components for the above.

Technical Note: Accuracy should be measured by using a twin template check: one template is mounted on the template stand and is traced in one plane with the template stylus; a second identical template is mounted on the work stand, is traced by an electronic pick-up, and the tracing is recorded. The machine is embargoed if the recorded deviation between the two tracings does not exceed the accuracy figure stated in sub-items (a) or (b) above.

Repeatability should also be measured by using the twin template check. The machine is embargoed if the mean deviation, as recorded from at least seven successive checks, does not exceed the repeatability figure in sub-items (a) or (b) above.

Group B. Chemical and Petroleum Equipment

1110. Gas liquefying equipment, as follows:
(a) Equipment for the fractional separation of air into its various components, except helium, which has been specially designed for the withdrawal of liquid end-products to the total amount of 60 tons or more per 24 hour day, provided that the withdrawal of liquid oxygen or nitrogen exceeds 50 tons per 24 hour day, except plants not capable of producing more than 15 per cent of their total daily product as extractable gas in liquid form, provided that the

withdrawal of liquid oxygen or nitrogen does not exceed 12.5 per cent of their total daily product;
(b) Equipment for the production of liquid hydrogen, **except** plants with a capacity of less than one-and-a-half tons per 24-hour day and not designed for, or capable of, the production of hydrogen slush;
(c) Liquid fluorine producing equipment;
(d) Equipment for helium as follows:
(i) Equipment for the separation of helium from natural gases; and
(ii) Equipment for the production of liquid helium, **except** equipment which has a capacity of no more than 20 litres per hour.
Equipment described in sub-item (a)

1118. Equipment for the production of military explosives and solid propellants, as follows:
(a) Complete installations;
(b) Specialized components;
(c) Nitrators: continuous types.

1129. Vacuum pumps, as follows:
(a) Ion vacuum pumps (i.e. those using the principle of ionization), **except** those having pumping speeds of less than 800 litres of hydrogen per second at a pressure of 10^{-6} mm of mercury or more (i.e. 10^{-5}, 10^{-4}, etc.);
(b) Turbo-molecular pumps having a higher capacity than 2,000 litres of nitrogen per second;
(c) Diffusion pumps rated for unbaffled pumping speeds of more than 50,000 litres of nitrogen per second at pressures of 10^{-4} mm of mercury or less;
(d) Cryopump systems (i.e. systems in which the circulation of liquefied gas is used to achieve a vacuum, either static or dynamic, by lowering the temperature of the environment);
(e) Specially designed parts, controls and accessories for the above pumps.

1131. Pumps (except vacuum pumps) capable of delivering liquids separately or in combination with solids and/or gases and having any of the following characteristics:
(a) Designed to move molten metals by electromagnetic forces;
(b) Specially designed for operation at temperatures below −274° Fahrenheit (−170° centigrade), **except** pumps with a flow rate of 379 litres per minute or less which are not designed for operation at temperatures below −328° Fahrenheit (−200° centigrade);
(c) Having all flow contact surfaces made of any of the following materials:
(i) 90 per cent or more tantalum, titanium or zirconium, either separately or combined, **except** material containing more than 97 per cent and less than 99.7 per cent titanium;
(ii) polytetrafluoroethylene or the copolymers of tetrafluoroethylene and hexafluoropropylene.
(See also Item I.L. 1133).
Pumps described in sub-item (c) (ii).

1133. Valves, cocks and pressure regulators, as follows:
(a) Specially designed to operate at temperatures below −274° Fahrenheit (− 170° centigrade), **except** those of 2 in (50.8 mm) diameter or less specially designed for operation at temperatures from −274° Fahrenheit (−170° centigrade) to −328° Fahrenheit (−200° centigrade); or
(b) having all flow contact surfaces made of any of the following materials:
Listed here should be the materials listed in the draft. (They are the same as those listed in I.L. 1131 (c) (i) and (ii).)
(See also Item 27 on the Atomic Energy List and Item I.L. 1131).
Valves, cocks and pressure regulators described in sub-item (b) (ii).

1142. Pipe, tubing and fittings made of, lined with or covered with polytetrafluorethylene, polyvinylidene fluoride, or the copolymers of tetrafluoroethylene and hexafluoropropylene, chlorotrifluoroethylene and vinylidene fluoride or hexafluoropropylene and vinylidene fluoride.
Un-reinforced, non-heat shrinkable tubing having an inner diameter of 0.125 *in or more;*
Un-reinforced, heat shrinkable tubing having an inner diameter of 1.125 *in or more before shrinkage;*
Reinforced tubing designed for pressures of 500 *lbs/in² or less, whether or not equipped with fittings; and*
Tubing having an inner diameter of greater than 1 *in which has not been specially processed to make flow surfaces electrically conductive.*

1145. Containers, jacketed only, for the storage or transportation of liquefied gases at temperatures below −274° Fahrenheit (−170° centigrade), including mobile units, as follows:
(a) Specially designed for liquefied gases boiling at temperatures below −328° Fahrenheit (−200° centigrade), as follows:
(i) with multi-laminar type insulation under vacuum; or
(ii) with other types of insulation, having a liquid capacity of more than 946 litres and an evaporation loss rate of less than 3 per cent per day as determined at an ambient temperature of 75° Fahrenheit (24° centigrade) and without exposure to direct sunlight;
(b) specially designed for liquid fluorine;
(c) specially designed for liquid oxygen, nitrogen or argon, as follows:
(i) with multi-laminar type insulation under vacuum; or
(ii) with other types of insulation;
(1) fixed storage tanks having a capacity of 500 tons or more; or
(2) mobile equipment having a capacity exceeding 4,542 litres and an evaporation loss rate of less than 1.5 per cent per day as determined at an ambient temperature of 75° Fahrenheit (24° centigrade) and without exposure to direct sunlight.
Containers described in sub-item (c).

Group C. Electrical and Power-Generating Equipment

1203. Electric vacuum furnaces as follows:
(a) Consumable electrode vacuum arc furnaces with a capacity in excess of 5 tons;
(b) Skull type vacuum arc furnaces;
(c) Electron beam vacuum furnaces;
(d) Induction vacuum furnaces, as follows:
(i) cold crucible vacuum induction furnaces designed to operate at pressures lower than 0.1 mm of mercury and at temperatures higher than 2,012° Fahrenheit (1,100° centigrade);
(ii) other vacuum induction furnaces designed to operate at temperatures higher than 3,002° Fahrenheit (1,650° centigrade);
excluding furnaces with a workpiece space of not more than 13,000 cm³ and designed to operate at temperatures not higher than 3,452° Fahrenheit (1,900° centigrade), and furnaces with a workpiece space of not more than 3,200 cm³ with no single dimension (length, width, height or diameter) of that space in excess of 10 in and designed to operate at temperatures not higher than 4,172° Fahrenheit (2,300° centigrade).
(e) Resistance vacuum furnaces designed to operate at temperatures higher than 3,002° Fahrenheit (1,650° centigrade), excluding:
(i) furnaces for heat treatment:
(1) up to 12 in (304 mm) × 12 in × 12 in (28,320 cm³), designed for temperatures not higher than 4,172° Fahrenheit (2,300° centigrade);
(2) up to 600 cm³ designed for temperatures not higher than 4,860° Fahrenheit (2,700° centigrade).
(ii) Melting furnaces up to 3,200 cm³ designed for temperatures not higher than 4,172° Fahrenheit (2,300° centigrade).
(f) Specialized parts and controls for the above furnaces.

1204. Electron beam equipment, as follows:
(a) Welding and/or machining equipment, **except** non-vacuum electron beam welders;
Technical Note: The term 'non-vacuum' means that the actual welding takes place in an atmospheric or a non-vacuum environment, although the electron beam gun is in a vacuum.
(b) Equipment for the deposition of thin film, the coating of thin film, or the working thereof;
(c) Specialized parts for the above equipment.
Explanatory Note: It is not intended that this item covers: (a) equipment using the 'sparking technique', (b) continuous vacuum roll coating machines having a voltage in excess of 20 kilowatts, having a fixed electron beam gun and no accurate control of the thickness of the deposited layer.

1205. Electrochemical, semi-conductor and radio-active devices for the direct conversion of chemical, solar or nuclear energy to electrical energy, as follows:
(a) Electrochemical devices, as follows:
(i) Fuel cells (including regenerative cells), i.e. cells for generating electric power, to which all the consumable components are supplied from outside the cell;
(ii) Primary cells having any of the following characteristics:
(1) possessing a means of activation and having an open circuit storage life in the unactivated condition, at a temperature of 70° Fahrenheit (21° centigrade) of 10 years or more;
(2) capable of operating at temperatures from below −13° Fahrenheit (−25° centigrade) to above 131° Fahrenheit (+55° centigrade), including cells and cell assemblies other than dry cells) possessing self-contained heaters;
(b) Photo-voltaic cells with a power output of 8 milliwatts or more per square centimetre under 100 milliwatts per square centimetre tungsten (2,800° Kelvin) illumination; all gallium arsnide photo-voltaic cells, **excluding** those having a power output of less than 4 milliwatts measured by the above technique;
(See also Item I.L. 1548.)
(c) Power sources other than nuclear reactors based on radio-active materials systems, excluding:
(i) those having an output power of less than 0.5 watt and a total weight of more than 200 lb;
(ii) those specially designed and developed for medical use within the human body.
(See also Items I.L. 1550 and I.L. 1570).

(d) Specialized parts, components and sub-assemblies of the above devices.
(See also sub-items I.L. 1570 (c) and (d).)

Equipment described in sub-item (c) having an overall efficiency of 4 per cent or less (obtained by dividing the electrical output, expressed in watts, by the thermal input, expressed in watts, this efficiency to be measured at the beginning of life).

1206. Electric arc devices, for generating a flow of ionized gas in which the arc column is constricted (except devices wherein the flow of gas is for isolation purposes only and devices of less than 80 kilowatts for cutting, welding, plating and/or spraying); equipment incorporating such devices; specially designed parts, accessories and control or test equipment for such devices.

Devices of less than 100 kilowatts for cutting, welding, plating and/or spraying.

Group D. General Industrial Equipment

1305. Metal rolling mills, as follows:

(a) Sheet and strip mills more than 3-high (including dual-purpose mills which can operate as either 2- or 4-high) which achieve special lateral and/or longitudinal contour control by one or more of the following means:
  (i) Work rolls having a ratio of roll face length to roll diameter which exceeds either:
  6 : 1 for rolls with roll face length up to and including 30 in (762 mm), or
  5 : 1 for rolls with roll face length exceeding 30 in (762 mm);
  (ii) Work roll contour control achieved by concurrent deforming of back-up rolls, back-up shafts or work rolls;
  (iii) Any other feature achieving special lateral and/or longitudinal contour controls comparable to those achieved by (i) and (ii) above;
(b) Mills, specially designed or redesigned for the rolling of metals and alloys with a melting point exceeding 1,900° centigrade;
(c) Specialized controls, parts and accessories for the above mills.

Explanatory Note: Sub-item (a) above relates to technical developments which materially increase the capability of mills to meet the exceptionally close tolerances required for military needs.

Hot mills possessing any of the characteristics described in sub-item (a), if these characteristics do not present an improvement in kind and/or quality on similar devices incorporated into operating mills of the same type and size prior to January 1 of the year three years preceding the year of the proposed export.

Cold mills possessing any of the characteristics described in sub-item (a), if these characteristics do not present an improvement in kind and/or quality on similar devices incorporated into any operating cold mill before January 1 of the year three years preceding the year of proposed export.

All controls, parts and accessories for the above mills.

Explanatory Note: The term 'improvement in kind and/or quality' applies only to technical developments resulting in a material increase in efficiency or reliability to achieve exceptionally close tolerances in lateral and/or longitudinal contour required for military purposes.

1352. Machinery specially designed for the extrusion of tetrafluorethylene polymer and copolymer coagulated dispersions or powders or pastes derived therefrom, and parts and components therefor, and other machinery specially designed for the manufacture of wire and cable described in sub-item 1754 (c).

1353. Equipment specially designed for the manufacture of communication cable described in Item 1526.

Equipment specially designed for the manufacture of cable described in sub-items 1526 (b) and 1526 (c).

1355. Machinery and equipment for the manufacture of electronic equipment, components and materials and related test gear, parts and specialized controls and accessories, as follows:

(a) For tubes (valves) and parts and sub-assemblies thereof:
  (i) Equipment specially designed for the manufacture of types described in this list, and
  (ii) equipment for automatic or semi-automatic assembly, testing and/or sorting, **except** standard equipment for the assembly of entertainment-type receiver tubes or television picture tubes not described in Item I.L. 1541 (i).

Explanatory Note: The term 'automatic' refers to machinery not requiring the assistance of a human operator to complete its function or functions during each complete cycle of operations.

The term 'semi-automatic' refers to machinery requiring the assistance of a human operator to complete part but not all of its functions during each complete cycle of operations.

The term 'functions' above does not include the initial loading or final unloading of material from the machine.

(b) For semi-conductor devices, electronic equipment and components described in Item I.L. 1564(a), and parts, materials and sub-assemblies thereof:
  (i) Equipment specially designed for the manufacture of such types and of any silicon transistor;
  (ii) Equipment for slicing, dicing, scribing, slice breaking, polishing, probing, testing and/or sorting;
  (iii) Bonders and welders;
  (iv) Masks;
  (v) Equipment for the manufacture of masks or the creation of a photosensitive pattern on the surface of a semi-conductor or insulating substrate; and
  (vi) Equipment for purifying or processing semi-conductor materials, except equipment specially designed for the zone purification of germanium.

Explanatory Note: It is understood that equipment for purifying and processing includes equipment which performs one or more of the following operations on semi-conductor materials.
(a) purifying beyond 99.9 per cent;
(b) equalizing distribution of residual impurities;
(c) achieving controlled introduction of impurities (in one or more stages of operation);
(d) producing monocrystalline material or forms (e.g. by drawing, pulling, deposition) including forming on substrates;
(e) for depositing or printing on isulating materials, or otherwise forming, *in situ*, component parts other than basic wiring.

Equipment described in sub-item (a) (ii).

1356. Machinery for the working of synthetic film used as a dielectric (condenser tissue) or as magnetic recording type, as follows:

(a) Vacuum metallizing machinery specially designed for the continuous coating with metallized sheathing of synthetic film for dielectric use in the manufacture of capacitors described in Item I.L. 1560 and specially designed parts therefor;
(b) Equipment specially designed for the continuous coating of polyester base magnetic tape intended for the equipment described in Item I.L. 1572(d).

1357 Machines of which the motions for positioning, wrapping and winding of fibres are coordinated and programmed in three or more axes, specially designed to fabricate composite structures or laminates from fibrous and filamentary materials, and the mechanical parts of the machines, coordinating and programming controls, and specialized parts, components and accessories therefor.

1361. Wind tunnels, as follows:

(a) Hypersonic (Mach 5.5 to Mach 15) and hypervelocity (above Mach 15) wind tunnels, except wind tunnels specially designed for educational purposes and having a test section size (measured internally) of less than 10 in (25 cm);
(b) Devices for simulating environments at velocities of Mach 5.5 and above, including hot shot tunnels, plasma arc tunnels, shock tunnels, shock tubes, gas tunnels and light gas guns;
(c) Specially designed parts and accessories for the above equipment.

Technical Note: The term 'test section size' refers to the diameter of the circle, the side dimension of the square, or the longer side dimension of the rectangle constituting possible shapes of the test section.

Group E. Transportation Equipment

1416. Vessels as follows:

(a) Fishing vessels, and hulls therefor, designed for speed of 17 knots or over when in full load (design) condition;
(b) Hydrofoil vessels;

Hydrofoil vessels not possessing significant rough water capability or amphibious qualities provided the vessels are for normal civilian use and do not incorporate advanced techniques.

(c) Sea-going vessels including coasters and hulls therefor, designed for speeds of over 23 knots when in full load (design) condition, taking into consideration hull form (configuration) as well as power plant;

Technical Note: For passenger-carrying liners having at least 4 decks and whose specifications, as far as hull construction is concerned, correspond to the Conventions on the Safety of Human Life at Sea in force at the time of their construction, this cut-off is 25 knots.

(d) Vessels with hulls and propulsion machinery made wholly or primarily of non-magnetic materials;
(e) New ships with decks and platforms specially designed or strengthened to receive weapons.

The Ministry of Technology should be consulted about any vessels which incorporate any item described in this list or have arrangements for demagnetization.
(See also Item M.L. 9).

1430. Buoyant electric conducting cable suitable for sweeping magnetic mines.

1431. Gas turbine engines for marine propulsion, whether originally designed as such or adapted for such use from aero-engines.

1460. Aircraft and helicopters, aero-engines and aircraft and helicopter equipment, as follows:

(a) Helicopters over 10,000 lb (4530 kg) empty weight and power transmission systems therefor;

Technical Note: Empty weight is understood to include normal installation and normal minimum crew, but does not include fuel or pay-load.

(b) Aircraft and helicopters, **except** those not containing or incorporating any Munitions List items and which:
  (i) are of types and series which have been in bona fide normal civil use for more than one year, or
  (ii) are powered by piston engines;

(c) Aero-engines, as follows:
  (i) Gas turbine engines:
    (1) jet engines of 5,000 lb (2265 kg) thrust or more;
    (2) turbo-prop or turbo-shaft engines of 2,500 horsepower or more or with a residual thrust of 1,000 lb (453 kg) or more.
  (ii) Aircraft and helicopter engines of other than gas-turbine types, except piston engines;

Gas turbine aero-engines for use in civil aircraft and helicopters not included in sub-item (b).

(d) Ground and airborne equipment developed solely or used mainly for aircraft and helicopters **except** ground or airborne equipment of types in normal civil use.

(See also Items I.L. 1485, I.L. 1501 and M.L.10).

1485. Compasses, gyroscopes, accelerometers and inertial equipment, **as** follows:

(a) Gyro compasses possessing one or more of the following characteristics:
  (i) automatic correction for the effects on compass accuracy of changes in ship's speed, acceleration, or latitude, other than manually set mechanical corrective devices;
  (ii) provision for accepting ship's data as an electrical input;
  (iii) provision for setting in corrections for current set and drift;
  (iv) utilization of accelerometer, rate gyro, rate integrating gyros, or electrolytic levels as sensing devices;
  (v) provisions for determining and electrically transmitting ship's level reference data (roll, pitch) in addition to own ship's course data;

(b) Integrated flight instrument systems for aircraft which include gyro-stabilizers and/or automatic pilots;

Explanatory Note: An integrated flight instrument system is a primary instrument display system of attitude and azimuth with facilities for giving manoeuvre guidance information to the pilot and often integrated with an auto-pilot to the extent of embodying a common unit for setting up the required demands.

(c) Gyro-astro compasses and other devices which derive position and/or orientation by means of automatically tracking celestial bodies;

(d) Gyro-stabilizers used for other purposes than aircraft control except those for stabilizing an entire surface vessel;

(e) Automatic pilots used for other purposes than aircraft control, **except** marine types for surface vessels;

(f) Accelerometers with a threshold of 0.005 g or less and/or a linearity of less than 0.25 per cent of output over the operating range, which are designed for use in inertial navigation systems or in guidance systems of all types;

(g) Gyros and gyro-compasses, as follows:
  (i) gyros with a rated free directional drift rate (rated free precession) of less than 0.5 degree (1 Sigma or r.m.s.) per hour in a 1 g environment;
  (ii) gyro compasses which incorporate gyros described in sub-item (g) (i) above or which, when operated in a gyro compass mode, have a compass error, before compensation, due to gyro drift of less than $1/30$ of a radian ($6/\pi$ degrees or 1.918 degrees approximately) at 0 degree latitude;

(h) Inertial equipment using accelerometers described in sub-item (f) above and/or gyros described in sub-item (g) (i) above, and systems incorporating such equipment;

(i) Specially designed parts, components and test calibration and alignment equipment for the above, **except** for the specific equipment exported under the note to (b) below.

Equipment described in sub-item (b) provided:
  (i) They are of types and series which have been in normal civil use for more than two years and are standard equipment of aircraft excluded from control under Item I.L. 1460.
  (ii) The equipment is to be installed in civil aircraft.

Group F. Electronic Equipment including Communications and Radar
See also Item M.L.11.

1501. Communication, navigation, direction finding and radar equipment:
See also sub-items M.L.20 (b) and M.L.20 (c) and sub-items I.L.1485 (b) and I.L.1485 (h).

(a) Airborne communication equipment and specialized parts and components therefor.

Standard commercial airborne equipment needed to equip civil aircraft for scheduled operations or as normal standard equipment incorporated in civil aircraft being exported for civil commercial use provided that it contains none of the following characteristics:
(a) Designed to operate at frequencies greater than 156 megaHertz;
(b) Designed for Single Side Band Operation;
(c) Incorporating facilities for:
  (i) the rapid selection of more than 200 channels per equipment or*
  (ii) providing a multiplicity of alternative output carrier frequencies controlled by a lesser number of piezoelectric crystals and not forming multiples of a common control frequency;
(d) Pressurized throughout;
(e) Rated for continuous operation over a range of ambient temperatures extending from below −55° centigrade to above +55° centigrade;
(f) Designed for modulating methods employing any form of digital modulation using time and frequency redundancy such as 'Quantized Frequency Modulation' (QFM);

** Applications for licences for equipment operating in the frequency range 108-136 megaHertz incorporating facilities for the rapid selection of 560 channels or fewer at not less than 50 kiloHertz channel spacing will be considered if the equipment has been in normal civil use for at least two years.*

(b) Navigation and direction finding equipment (and specialized parts and accessories, specialized testing or calibrating equipment and training or simulating equipment, not elsewhere specified therefor), as follows:
  (i) airborne navigation equipment and direction finding equipment as follows:
    (1) Designed to make use of 'Doppler' frequency phenomena;
    (2) Utilizing the constant velocity and/or the rectilinear propagation characteristics of electromagnetic waves having frequency less than 4×10^{14} cycles per second (0.75 microns);
    Standard commercial airborne equipment of the kind described in sub-item (b) (i) (2) needed to equip civil aircraft for scheduled operations or as normal standard equipment in civil aircraft being exported for civil commercial use provided that such equipment:
    (a) is in conformity with ICAO standards and assures no function exceeding those resulting from such standards;
    (b) is not designed to make use of hyperbolic grids at frequencies greater than 3 megaHertz;*
    (c) is equivalent in all characteristics and performance to equipment used as standard equipment of aircraft not subject to embargo.
    ** Applications for licences to export standard commercial airborne equipment designed to make use of hyperbolic grids at frequencies of less than 3megaHertz and which include co-ordinate conversion equipment will be considered if the equipment:*
    (a) has been in normal civil use for more than two years and;
    (b) does not incorporate equipment embargoed by Items I.L. 1545 (a), I.L. 1564 or I.L. 1565.
    Equipment described in sub-item (b) (i) (1), normally installed in civil aircraft or helicopters and destined to be installed in civil aircraft or helicopters.
    (3) Radio altimeters the following:
      (a) Pulse modulated;
      (b) Frequency modulated having an electrical output accuracy better than ± 3 feet over the whole range between 0 to 100 feet or ± 3 per cent above 100 feet;
      (c) Frequency modulated which have been in normal civil use for less than four years.
    Standard commercial frequency modulated radio altimeters needed to equip civil aircraft for scheduled operations or as normal standard equipment incorporated in civil aircraft being exported for civil commercial use, provided that such altimeters have been in normal civil use for more than two years.
    (4) Direction finding equipment operating at frequencies greater than 5 megaHertz other than equipment designed for search and rescue purposes provided that the receiver operates on a crystal controlled fixed frequency of 121.5 megaHertz and that the determination of the D.F. bearing is not independent of the heading of the aircraft and provided that the D.F. antennae array is designed for operation at a fixed frequency of 121.5 megaHertz;
    (5) Pressurized throughout;
    (6) Rated for continuous operation over a range of ambient temperatures extending from below −55° centigrade to above +55° centigrade;
  (ii) ground and marine equipment for use with airborne navigation equipment utilizing the constant velocity and/or the rectilinear propagation characteristics of electromagnetic waves having frequency less than 4×10^{14} cycles per second (0.75 microns);

Ground equipment for use at civil airports or for civil use in association with airborne equipment described in the Note to sub-item (b) (i) (2) above, provided that such equipment:
is in conformity with ICAO standards and assures no function exceeding those resulting from such standards; and
is not designed to make use of hyperbolic grids at frequencies greater than 3 megaHertz.

  (iii) ground and marine direction finding equipment operating at frequencies greater than 12 megaHertz.

Equipment described in (b) (iii), when:
(a) the equipment is to be installed at civil airports or for use on civil air routes;
(b) the equipment is designed to operate at frequencies between 12 megaHertz and 157 megaHertz, excluding single side band equipment;
(c) the equipment employs a loop system or a system employing a number of spaced vertical aerials uniformly disposed around the circumference of a circle, excluding electronically commutated types.

(c) Radar equipment, and specialized parts and accessories, specialized testing or calibrating equipment and training or simulating equipment therefor, as follows:

(i) airborne radar equipment;
(ii) ground and marine radar equipment having one or more of the following features:
(1) Operating at a frequency not in normal civil use or at a frequency of more than 10.5 gigaHertz;
(2) Having a peak output power from the transmitter greater than 160 kilowatts;
(3) The cumulative* probability of detection for a 20 square metre target is 80 per cent at a free space range of 50 nautical miles;
(4) Utilizing other than pulse modulation with a constant and/or staggered pulse repetition frequency in which the carrier frequency of the transmitted signal is not changed deliberately between groups of pulses, from pulse to pulse, or within a single pulse;
(5) Utilizing a Doppler technique for any purpose other than M.T.I. systems using a conventional double or triple pulse delay line cancellation technique;
(6) Including signal processing techniques which have been in normal civil use for a period of less than 4 years;
(7) Having been in commercial use for a period of less than two years.

Equipment deschibed in sub-item (c) (ii) provided that it is for use in civil aircraft for scheduled operations and is normal and reasonable equipment for such aircraft, it has been in normal commercial service for at least two years and it is specially designed for use as a commercial weather radar.

Radar equipment with only the characteristics described in sub-items (c) (ii) (1), (c) (ii) (2) and/or (c) (ii) (3) provided that it is specially designed for the surveillance and co-ordination of airfield surface traffic.

*Radar equipment with only the characteristics described in sub-items (c) (ii) (2) and/or (c) (ii) (3), provided that peak output power from the transmitter does not exceed 1 megawatt and *cumulative probability of detection for a 10 square metre target is 80 per cent at a free space range not exceeding 120 nautical miles.*

*Radar equipment with only the characteristics described in sub-items (c) (ii) (2) and/or (c) (ii) (3), provided that operating frequency is less than 3.5 gigaHertz, peak power from the transmitter does not exceed 2.5 megawatts, *cumulative probability of detection for a 10 square metre target is 80 per cent at a free space range not exceeding 200 nautical miles, pulse repetition frequency exceeds 300 pulses per second and the equipment is to be installed for air traffic control of scheduled international commercial flights.*

Secondary radar equipment described in sub-item (c) designed specifically for civil applications.

*The cumulative probability of detection is determined according to the following parameters:
(1) Radial closing velocity of the target: 2,000 feet per second (610 metres per second);
(2) Probability of false alarm: 10^{-6};
(3) Operator factor: 3dB;
(4) Fluctuation of the target in accordance with Rayleigh distribution.

1502. Communication, detection or tracking equipment of a kind using ultra-violet radiation, infra-red radiation or ultrasonic waves; and specialized parts therefor.

Explanatory Note: This item is not intended to cover industrial equipment employing cells not described in Items I.L. 1548 or I.L. 1550, flame detectors for ndustrial furnaces, nor ultrasonic devices which operate in contact with a controlled material to be inspected.

See also Item M.L.15.

1507. 'Jamming' apparatus (i.e., apparatus specially designed to jam or otherwise interfere with radio reception); and specialized parts therefor.

1510. Location apparatus, underwater: apparatus for detecting or locating objects under water by magnetic or acoustic or ultrasonic methods, and specialized components of such apparatus, **except** marine depth sounders of a kind used solely for measuring the depth of water or the distance of submerged objects or fish and/or whales vertically below the apparatus.

Horizontally operating apparatus for fish and/or whale finding.

1514. Pulse modulators capable of providing electric impulses of peak power exceeding 200 kilowatts or of a duration of less than 1/10th micro-second, or with a duty cycle in excess of 0.002; and pulse-transformer, pulse-forming equipment or delay lines being specialized parts of such modulators.

Pulse modulators as described above in which the peak power does not exceed 1.5 megawatts.

1516. Panoramic radio receivers as follows:
(a) Panoramic radio receivers (being receivers which search automatically a part of the radio-frequency spectrum and indicate the signals received); except ancillary equipment for commercial receivers, with which the frequency spectrum searched does not exceed either ± 20 per cent of the intermediate frequency of the receiver or ± 2 megaHertz;
(b) Specialized parts for the panoramic radio receivers described in this item.

1517. Radio transmitters and components (**except** radio link and relay equipment) as follows:
(a) Transmitters or transmitter amplifiers designed to operate at output frequencies greater than 235 megaHertz, **other than**
(i) television broadcasting transmitters and amplifiers therefor operating between 470 and 960 megaHertz;
(ii) frequency-modulated and amplitude-modulated ground communications equipment for use in the land mobile service and operating in the 420 to 470 megaHertz band, with a power output of not more than 25 watts for mobile units and 100 watts for fixed units;
(iii) amplitude-modulated radiotelephone equipment used for search and rescue work operating on a frequency of 243 megaHertz with a carrier power not exceeding 100 milliwatts.
(b) Transmitters or transmitter amplifiers designed to provide any of the following features:
(i) any system of pulse modulation (this does not include amplitude, frequency or phase modulated television or telegraphic transmitters);
(ii) rated for operation over a range of ambient temperatures extending from below −40° centigrade to above +55° centigrade;
(iii) designed to provide a multiplicity of alternative output frequencies controlled by a lesser number of piezo-electric crystals, **except** equipments in which the output frequency is selected only by manual operation either on the equipment or on a remote control unit and:
(1) those forming multiples of a common control frequency, or
(2) those in which the output frequency is a multiple of a common frequency which is not less than 1/1,000th part of the oscillator frequency and is in steps of 1 kiloHertz or greater;
(c) Components and sub-assemblies, including but not limited to intermediate-frequency and power amplifiers and their parts, modulator and modulation amplifiers, aerials, their filters and their connecting devices, control equipment placed in racks, and maintenance equipment, specially designed for transmitters covered by sub-items (a) and (b) above, except quartz crystals which are covered by Item I.L. 1587.

1518. Telemetering and telecontrol equipment suitable for use with aircraft (piloted or pilotless), space vehicles or weapons (guided or unguided), and test equipment specially designed for such equipment.

1519. Data communication equipment employing digital transmission with digital input and output, including telegraphic and data transmission, having any of the following characteristics:
(a) Designed for operation at a data signalling rate in bits per second, excluding servicing and administrative channels, numerically exceeding either:
(i) 1,200; or
(ii) 65 per cent of the channel (or sub-channel) bandwidth in Hertz;
(b) Employing automatic error detection and correction systems having both of the following characteristics:
(i) re-transmission is not required for correction;
(ii) transmission speed exceeding 300 bits per second;
(c) Components, accessories and sub-assemblies, specially designed for the above equipment.

Technical Notes: 'Data signalling rate' is as defined in the ITU Recommendation 53-36, taking into account that for non-binary modulation systems 'bauds' and 'bits per second' are not equal. Bits for coding, checking and synchronization functions are to be included.

In the case of systems designed to operate in once voice channel, 'bandwidth' will be as defined in CCITT. Recommendation G.131, namely 3,100 Hertz. In the case of CCITT or CCIR voice frequency telegraph systems, 'bandwidth' may be considered as the number of channels times the channel spacing.

Equipment described in sub-item (a) above and components, accessories and sub-assemblies therefor, to member countries of CCITT provided that:

It is to be permanently installed in a circuit operated by the civilian authorities of the importing country, and is to be used for general civil traffic; and

The data signalling rate in bits per second, excluding servicing and administrative channels, does not numerically exceed either 2,400 or 80 per cent of the channel (or sub-channel) bandwidth in Hertz.

1520. Radio relay communications equipment, as follows:
(a) Equipment employing tropospheric, ionospheric or meteoric scatter phenomena, and specialized test equipment therefor;
(b) Other radio relay equipment designed for use at frequencies exceeding 300 megaHertz, **except** equipment having none of the following characteristics:
(i) designed for use at frequencies exceeding 470 megaHertz;
(ii) power output exceeding 10 watts;
(iii) signal bandwidth at the input to the modulator exceeding the limit specified in sub-item 1523(a);
(iv) for other than fixed service;
(c) Components, accessories and sub-assemblies, specially designed for the above equipment.

Equipment described in sub-item (b) above and components, acces-

sories and sub-assemblies therefor, provided that:

It is specially designed for the transmission of television signals between camera and studio or between studio and broadcast transmitter and not exceeding a line of sight distance with respect to any one installation; or

It is destined for member countries of the CCIR and

(i) is to be permanently installed in a circuit operated by the civilian authorities of the importing country and is to be used for civil television transmission (including closed circuit television) or for general civil traffic; and

(ii) no equipment described in sub-item I.L. 1523 (b) and exceeding the limits specified in the note to Item 1523, is included.

1521. Amplifiers, oscillators and related equipment, as follows:

(a) Amplifiers designed to operate at frequencies in excess of 500 megaHertz;

(b) Tuned amplifiers having a bandwidth (defined as the band of frequencies over which the power amplification does not drop to less than one-half of its maximum value) which exceeds 10 megaHertz or 10 per cent of the mean frequency, whichever is less, **except** those specially designed for use in community television distribution systems. (The mean frequency is defined as the arithmetic mean between the frequencies at which the power amplification is one-half of its maximum value);

(c) Untuned amplifiers having a bandwidth which exceeds 10 megaHertz, but excluding those having a bandwidth up to 30 megaHertz provided the power output does not exceed 5 watts;

(d) Direct current amplifiers, amplifying by whatever means, having a noise level (referred to the input circuit) of 10^{-16} watts or less and/or a zero drift in 1 hour corresponding to a change in input power of 10^{-16} watts or less;

(e) Parametric amplifiers with a noise figure of merit of 5 decibels or less measured at a temperature of 17° centigrade; paramagnetic amplifiers; other amplifier or oscillator devices such as Masers, Lasers and Irasers, which amplify or oscillate by means of stimulated electromagnetic radiation; specially designed parts therefor; any equipment containing such amplifiers, oscillators or devices.

Continuous wave helium-neon gas lasers operating in the visible spectrum and with rated minimum output power not exceeding 2 milliwatts.

1523. Single and multi-channel communications transmission equipment, including line or radio terminal, modem, multiplex, and intermediate amplifier or repeater equipment, as follows:

(a) Employing analogue techniques, including frequency division multiplex (FDM), designed to deliver, carry or receive frequencies higher than 150 kiloHertz into, or in, a communications system, **except** carrier communications terminals specially designed for power lines and operating at frequencies below 1,500 kiloHertz;

(b) Employing digital transmission with analogue input and output, including pulse code modulation (PCM), designed for use on communication circuits, and specialized test equipment therefor;

(c) Components, accessories and sub-assemblies, specially designed for the above equipment.

Equipment described in sub-item (a) above, and components, accessories and sub-assemblies therefor, as follows:

(a) equipment to be installed in circuits directly connecting densely populated industrial areas in countries listed in the preamble with communications systems elsewhere, provided that the terminal and intermediate amplifier or repeater equipment is designed to deliver, carry or receive not more than 60 voice channels of 4 kiloHertz each;

(b) equipment specially designed for the transmission of television signals by cable between camera and studio and studio and broadcast transmitter not exceeding 50 miles for a link with respect to any one installation; (For radio relay links see Item I.L. 1520).

(c) equipment for other than submarine use provided that it is destined for a member of the CCITT and is to be permanently installed in a circuit operated by the civilian authorities of the importing country and is to be used for civil television transmission (including closed circuit television) or for general civil traffic, as follows:

(i) Using video techniques designed to deliver, carry or receive one monochrome or colour television signal with a maximum nominal video bandwidth of 6 megaHertz and associated sound signals;

(ii) Designed to deliver, carry or receive not more than 960 voice channels of 4 kiloHertz each.

1526. Communications cable, as follows:

(a) Submarine cable;

(b) Coaxial cable using a mineral insulator dielectric;

(c) Coaxial cable using a dielectric aired by discs beads, screw, spiral, or other means.

Associated equipment will be considered separate under Item I.L. 1523.

Cable as described above provided that any submarine cable described in (a) and (c) is to be used for links with Western countries.

1527. All cypher machines, cryptographic and/or coding devices and equipment, and associated equipment, usable on any transmission system (telegraphy, telephony, facsimile, video, data), that is designed to ensure the secrecy of communications and thus prevent clear reception by other than the intended receiver.

Technical Note: This item is intended to refer to all the related equipment for cypher machines and cryptographic and/or coding devices, specialized assemblies, sub-assemblies and components, and equipment containing components embargoed by this item. It is not intended to refer to simple coding devices or equipment only ensuring the privacy of communications.

1529. Electronic measuring, calibrating, counting, testing and time interval equipment, whether or not incorporating frequency standards, having any of the following characteristics:

(a) consisting of, or containing, frequency measuring equipment or frequency standards designed for:
  (i) other than ground laboratory use, with an accuracy better than 1 part in 10^7; or
  (ii) ground laboratory use, with a stability over 24 hours of 1 part in 10^9 or better;

(b) designed for use at frequencies exceeding 1,000 megaHertz, **except** radio spectrum analyzers (see Item I.L. 1533);

(c) designed to provide a multiplicity of alternative output frequencies controlled by a lesser number of piezo-electric crystals or an internal or external frequency standard, **except** equipment in which the output frequency is selected only by manual operation either on the equipment or on a remote control unit, and:
  (i) those forming multiples of a common control frequency; or
  (ii) those in which the output frequency is a multiple of a common frequency which is not less than 1/1,000 part of the oscillator frequency and is in steps of 1 kiloHertz or greater;

(d) counting equipment capable of resolving at normal input levels successive input signals with less than 0.1 microsecond time difference;

(e) time interval measuring equipment containing counting equipment as specified in sub-item (d) above;

(f) testing equipment rated to maintain specified operating data when operating over a range of ambient temperatures from below −25° centigrade to above + 55° centigrade.

(see also Items M.L.18, I.L. 1355 and sub-item I.L.1485 (i)).

1533. Radio spectrum analyzers (being apparatus capable of indicating the single-frequency components of multi-frequency oscillation), as follows:

(a) Designed to operate at frequencies over 1,000 megaHertz;

(b) Designed to operate at frequencies over 300 megaHertz and using interchangable heads (i.e., R.F. tuning units) and incorporating integral sweep facilities;

(c) Having a display bandwidth in excess of 12 megaHertz;

(d) Specialized components, accessories and parts therefor.

1537. Electromagnetic waveguides and components therefor, as follows:

(a) Rigid and flexible waveguides and components designed for use at frequencies in excess of 12.5 gigaHertz;

(b) Waveguides having a bandwidth ratio greater than 1.5 : 1;

(c) Waveguides components, as follows:
  (i) Directional couplers having a bandwidth ratio greater than 1.5:1 and directivity over the band of 15 decibels or more;
  (ii) Rotary joints capable of transmitting more than one isolated channel or having a bandwidth greater than 5 per cent of the centre mean frequency;
  (iii) Magnetic, including gyro-magnetic, waveguide components;

(d) Pressured waveguides and specialized components therefor;

(e) TEM mode devices, using magnetic, including gyro-magnetic properties;

(f) TR and anti-TR tubes and components therefor, except those designed for use in waveguides operating at a peak power not exceeding 160 kilowatts and at a frequency of 10.5 gigaHertz or less which are in normal civil use for ground or marine radar.

Equipment described in sub-item (f) which is in normal civil use for ground or marine radar.

1541. Cathode-ray tubes, as follows:

(a) With a resolving power of 500 or more lines per in (20 lines per mm), using the shrinking raster method of measurement;

Tubes with a resolving power of up to 800 lines per in. (32 lines per mm) which have been specially designed for commercial television, cinema or photographic applications.

(b) With writing speeds of more than 3,000 kilometres per second;

(c) Alpha-numeric and similar display tubes in which a symbol-mask within the tube can be scanned to display any of the symbols on any part of the phosphor.

1542. Cold cathode tubes and switches, as follows:

(a) Triggered spark-gaps, having an anode delay time of 15 microseconds or less and rated for a peak current of 3,000 amps or more; specially designed parts therefor; equipment incorporating such devices;

(b) Cold cathode tubes, whether gas-filled or not, operating in a manner similar to a spark-gap, containing three or more electrodes and having all the following characteristics:
  (i) Rated for an anode peak voltage of 2,500 volts or more;
  (ii) Rated for peak currents of 100 amps or more;
  (iii) An anode delay time of 10 microseconds or less;
  (iv) An envelope diameter of less than 1 in (25.4 mm).

Technical Notes: Triggered spark-gaps are tubes with a structure consisting of two opposed anodes with shapes resembling flattened hemispheres, and with one or more triggering probes placed approximately in

the centre of one anode. The structure is sealed and contains a mixture of gases, principally nitrogen under less than atmospheric pressure. Sub-item (b) includes gas krytron tubes, vacuum krytron tubes and similar tubes.

1544. Semi-conductor diodes and thyristors, **except** photodiodes (see Item I.L. 1548), as follows:

(a) Diodes having a bulk material other than silicon, germanium, selenium or copper oxide;

(b) Silicon and germanium diodes (including mixer, detector, frequency-changing and variable capacitance diodes, and diodes used for the direct conversion of DC to RF power), designed or rated for use at input or output frequencies greater than 300 megaHertz **except:**
  (i) point-contact diodes designed for use at input frequencies not exceeding 1 gigaHertz;
  (ii) voltage-variable capacitance diodes designed for tuning and automatic frequency control in entertainment-type television and radio receivers, having all of the following characteristics:
    (1) a rated power dissipation of less than 0.5 watt at 25° centigrade;
    (2) a series inductance higher than 3 nanoHenries;
    (3) a typical figure of merit Q of less than 800 measured at a reverse voltage of 4 volts and a frequency of 50 megaHertz;

(c) Silicon and germanium diodes having a rated maximum reverse recovery time of less than 30 nanoseconds;

(d) Tunnel diodes;

(e) Thyristors having a rated turn-off time of less than 10 microseconds.
Point-contact type diodes, designed for use at input frequencies not exceeding 12.5 gigaHertz.

1545. Transistors and specialized parts therefor, **except** photo-transistors (see Item I.L. 1548), as follows:

(a) Of any type using semi-conductor material having four or more active junctions within any single block of semi-conductor material;

(b) Of any type using a bulk semi-conductor material other than germanium or silicon;

(c) Using germanium as the bulk semi-conductor material and having any of the following characteristics:
  (i) An average f_T of 40 to 240 megaHertz and designed to have a maximum collector dissipation greater than 150 milliwatts;
  (ii) An average f_T greater than 240 megaHertz;

(d) Using silicon as the bulk semi-conductor material and having any of the following characteristics:
  (i) An average f_T of up to 500 kiloHertz and designed to have a maximum collector dissipation greater than 5 watts;
  (ii) An average f_T from above 500 kiloHertz to 3 megaHertz and designed to have a maximum collector dissipation greater than 500 milliwatts;
  (iii) An average f_T from above 3 to 20 megaHertz and designed to have a maximum collector dissipation greater than 250 milliwatts;
  (iv) An average f_T greater than 20 megaHertz;
  (v) Majority carrier devices, including but not limited to field effect transistors and metal oxide semi-conductor transistors;
  (vi) A modulus of the current gain in the common emitter configuration of 10 or more for collector currents of 100 microamperes or less.

Technical Notes: This item includes all devices incorporating a semi-conducting crystal of any material with three or more electrical connections or with only two such connections where four or more active junctions exist within a single block of semi-conductor material, which are used as amplifiers, oscillators, trigger devices, etc., or combinations thereof in electronic circuits.

The maximum collector dissipation is defined as the continuous dissipation measured at an ambient temperature of 25° centigrade under any cooling conditions.

Where the average f_T is not quoted or known, this value shall be taken as 1.5 times the minimum f_T.

Where f alpha (the frequency at which the modulus of the current gain in the common base connection has decreased to 0.707 of its low frequency value) is quoted instead of f_T, f_T may be regarded as 0.8 times f alpha.

1546. Dendritic produced forms of any semi-conductor material, or combinations thereof, suitable for use in diodes or transistors.

Technical Note: The term 'dentritic' signifies a ribbon-like product of semi-conductor material which may be drawn in various widths, thicknesses and lengths and which may represent processing stages from a relatively pure form of the material through advanced stages of treatment.

1548. Photo cells, as follows:

(a) Photoelectric cells, photo-conductive cells (including phototransistors and similar cells) with a peak sensitivity at a wavelength longer than 12,000 Angström units or shorter than 3,000 Angström units;

(b) Photo-transistors (photo-conductive cells including photo-diodes) with a response time constant of 1 millisecond or less measured at the operating temperature of the cell for which the time constant reaches a minimum.

Technical Notes: The time constant is defined as the time taken from the application of a light stimulus for the current increment to reach a value of 1-1/e times the final value, (i.e., 63 per cent of the final value).

This item is not intended to include germanium photo devices with a peak sensitivity at a wavelength shorter than 17,500 Angström units.

1549. Photomultiplier tubes as follows:

(a) For which the maximum sensitivity occurs at wavelengths longer than 7,500 Angström units or shorter than 3,000 Angström units; or

(b) having an anode pulse rise time of less than 1 nanosecond.

1550. Thermal detecting cells, i.e. bolometers and thermocoupler detectors, radiant energy types only, with a response time constant of less than 10 milliseconds measured at the operating temperature of the cell for which the time constant reaches a minimum.

1553. Flash-discharge type X-ray systems, including tubes, **except** those systems or tubes having all of the following specifications:

(a) peak power of 500 megawatts or less;

(b) output voltage of 500 kilovolts or less;

(c) pulse width of 0.2 microsecond or more.

1555. Image intensifiers, image converters and specialized components, electronic storage tubes including memory transformers of radar pictures, and ruggedized vidicon-type tubes (except commercial standard television camera tubes and commercial standard X-ray amplifier tubes).

1556. Non-flexible fused fibre optic plates or bundles, having all the following characteristics:

(a) a fibre pitch (centre to centre spacing) of less than 15 microns;

(b) a light-absorbing medium surrounding each fibre, or interstitially placed between fibres;

(c) a diameter greater than $\frac{1}{2}$ in (13 mm).

1558. Valves (tubes) electronic, and specialized parts as follows:

(a) (i) valves rated for continuous-wave operation above 1,000 megaHertz at the maximum rated anode dissipation;
  (ii) valves rated for pulse operation above 300 megaHertz at the maximum rated anode dissipation;
  (iii) valves rated for continuous-wave operation over the frequency range 300 to 1,000 megaHertz and for which, under any conditions of cooling, the product of the maximum rated anode dissipation (expressed in watts) and the square of the maximum frequency (expressed in megaHertz) at the maximum rated anode dissipation is greater than 10^4, or where applied to external anode tubes rated only without a radiator, and rated only for free air circulation, the product is greater than 5×10^8;
  (iv) valves constructed with cereamic envelopes and rated for operation above 300 megaHertz.

Explanatory Note: Sub-item (a) of the definition is not intended to include any single-ended glass envelope tube which has a standard 7-pin miniature or 9 pin Noval base and is in standard use in civilian electronic equipment.

(b) valves in which the velocity of the electrons is utilized as one of the functional parameters, including but not limited to klystrons, travelling wave tubes and magnetrons, **except** fixed frequency pulsed magnetrons designed to operate at frequencies in the range 9.3 to 9.5 gigaHertz with a maximum peak power output not exceeding 25 kilowatts;

Fixed-frequency continuous-wave magnetrons designed to operate at a frequency of 2.45 gigaHertz ± 0.025 gigaHertz with a maximum rated power output not exceeding 5 kilowatts, or at a frequency lower than 1 gigaHerzt with a maximum rated power output not exceeding 25 kilowatts, provided that such tubes are specially designed for industrial heating or cooking purposes;

reflex klystrons having all the following characteristics:

(a) Operating at frequencies in the range from 8.5 to 10.5 gigaHertz;

(b) An output power of 200 milliwatts or less;

(c) A metal envelope;

(d) A probe output;

(e) Mechanical tuning accomplished by distortion of a diaphragm situated at one end of the tube and on which the reflector voltage connection is mounted.

Valves described in (a) and (b) which are specially designed for television purposes and are to be used in television transmitters, the precise locations of which are known, for civil tele-casting to CCIR or OIR standards.

Fixed-frequency pulsed magnetrons, designed to operate at fixed frequencies lower than 10.5 gigaHertz with a maximum rated output power not exceeding 1.5 megawatts.

(c) indirectly heated valves of a kind that can be passed through a circular hole of 7.2 mm in diameter;
(d) valves designed to withstand acceleration of short duration (shock) greater than 1,000 g;
(e) valves designed for operation in ambient temperatures exceeding 100° centigrade;
(f) vacuum tubes specially designed for use as pulse modulators for radar or for similar applications, having a peak anode voltage rating of 100 kilovolts or more; or rated for a peak pulse power of 2 megawatts or more.

1559. Hydrogen thyratrons, as follows:
(a) rated for a peak pulse power output of 2 megawatts or more; or
(b) of metal-ceramic construction.
Technical Note: A thyratron is any hot cathode gas-filled tube containing 3 or more electrodes in which anode current flow is initiated by a control electrode.
Equipment described in sub-item (b).

1560. Components and parts used as inductive and capacitive elements in electronic circuits, designed for and/or capable of reliable performance in relation to their electrical and mechanical characteristics and maintaining their design service lifetime while operating:
(a) over the whole range of ambiet temperatures from below −45° centigrade to above +100° centigrade; or
(b) at ambiet temperatures of 200° centigrade or higher.
Explanatory Note: Included in this definition are such items as capacitors, transformers, chokes, relays, etc.

1561. Materials specially designed and manufactured for use as absorbers of electromagnetic waves having frequencies greater than 2 x 10^8 cycles per second, and less than 3 x 10^{12} cycles per second.

1562. Tantalum and niobium electrolytic capacitors as follows:
(a) All types designed to operate permanently at temperatures exceeding 85° centigrade;
(b) Sintered electrolytic capacitors, **except** those having a casing made of epoxy resin or sealed with epoxy resin;
(c) Electrolytic capacitors constructed with foils.

1564. Electronic components, as follows:
(a) Assemblies and sub-assemblies constituting one or more functional circuits with a component density greater than 75 parts per cubic inch (4.575 parts per cubic centimetre);
(b) Modular insulator panels (including wafers) mounting single or multiple electronic elements and specialized parts therefor.
Technical Note: Circuit boards and panels which do not contain components described in this list and which do not come within the scope of sub-item (a) above are not covered by sub-item (b) unless they are constructed of insulating materials other than paper base phenolics, glass cloth melamine, glass cloth epoxy resin or of insulating materials with an an operating temperature range not exceeding that of the above-mentioned materials.
(c) Integrated circuits, i.e. assemblies and sub-assemblies containing one or more functional circuits in which there are both components and inter-connections formed by the diffusion or deposition of materials into or on a common substrate.
Devices described in sub-items (a), (b), (c), provided that the devices have been designed specifically for identifiable civil applications and, by nature of design or performance, are substantially restricted to the particular application for which they have been designed.

Group G. Scientific Instruments and Apparatus, Servomechanisms and Photographic Equipment

1565. Electronic computers and related equipment as follows:
(a) Analogue computers with one or more of the following characteristics:
  (1) Rated errors less than
    (i) Summers, inverters and integrators:
      (a) Static: 0.02 per cent
      (b) Total at 1 kiloHertz 0.15 per cent
    (ii) Multipliers;
      (a) Static: 0.1 per cent
      (b) Total at 1 kiloHertz 0.25 per cent
    (iii) Fixed function generators: Log X and sine/cosine: Static: 0.1 per cent.

Technical Note: The percentage for sub-item (a) (i) (1) (a) applies to the actual output voltage; all other percentages apply to full scale, that is from maximum negative to maximum positive reference voltages.

Total errors at 1 kiloHertz are to be measured with those resistors incorporated in the inverter, summer or integrator which provide the least error.

Total error measurements include all errors of the unit resulting from, for example, tolerances of resistors and capacitors, tolerances of input and output impedances of amplifiers, the effect of loading, the effects of phase shift, and the generating of functions.
  (2) More than 75 operational amplifiers;
  (3) More than four integrator time scales, switchable during one programme;
(b) Analogue computers designed or modified for use in airborne vehicles, missiles or space vehicles and rated for continuous operation at temperatures from below −45° centigrade to above +55° centigrade; and equipment or systems incorporating such computers;
(c) Other analogue computers capable of accepting, processing and putting out data in the form of one or more continuous variables and capable of incorporating a total of at least 20 summers, integrators, multipliers or function generators with facilities for readily varying the inter-connection of these components;
(d) Digital computers with one or more of the following characteristics:
  (1) The CPU implements floating point operations by hardware;
  (2) The sum of either the I '1/0 bus rate' or the 'total effective bit transfer rate', whichever is less, and the 'CPU bus rate' exceeds 10.8 million bits per second;
  (3) The internal memory has a total connected capacity (excluding parity, word marker and flag bits) of more than 0.8 million bits;
  (4) The computer is equipped with peripheral memory devices as follows:
    (i) More than 12;
    (ii) The 'total effective bit transfer rate' (excluding data channels not equipped with peripheral memory units) exceeds 0.7 million bits per second;
    (iii) Any magnetic tape transport with;
      (a) More than 800 bits per inch per track;
      (b) More than 75 inches per second tape speed;
      (c) More than 9 tracks per ½ inch tape width; or
      (d) More than ½ inch tape width.
    (iv) For peripheral memory devices other than magnetic tape transports:
      (a) Total connected 'net capacity' exceeds 3 million bits;
      (b) 'Total number of accesses' exceeds 120 per second.
  (5) Computers with cathode ray tube displays as follows:
    (i) Used to display alpha-numeric and similar data or information, excluding those displays for which circuitry and character-generation devices external to the tube limit displays to alpha-numeric characters in fixed formats or to graphs composed only of the same basic elements as used for alpha-numeric character composition (this exclusion is limited to graphic displays for which the sequence of symbols and basic elements of symbols are fixed by the format and character generators in the unit and cannot be generated arbitrarily by the computer).
    (ii) With light gun or other graphic input devices, excluding those which are parts of displays for which circuitry and character-generation devices external to the tube limit displays to alpha-numeric characters in fixed format or to graphs composed only of the same basic elements as used for alpha-numeric character composition.
(e) Digital computers and digital differential analyzers (incremental computers) designed or modified for use in airborne vehicles, missiles or space vehicles and rated for continuous operation at temperatures from below −45° centigrade to above +55° centigrade; and equipment or systems incorporating such computers or analyzers;
(f) Other digital computers operated by one or more common control units and capable of all of the following:
  (1) Accepting storing, processing and producing an output in numerical or alphabetical form;
  (2) Storing more than 512 numerical and/or alphabetical characters or having an internal memory of more than 2,048 bits;
  (3) Performing a stored sequence of operations that are modifiable by means other than a physical change in circuitry; and
  (4) Selecting a sequence from a plurality of stored operations based upon data or an internally computed result;
(g) Computers capable of operating in both analogue and digital modes and related equipment as follows:
  (1) Equipment whose analogue portion meets the conditions of sub-item (c) and whose digital portion meets the conditions of sub-item (f) and which also provides facilities for processing in the digital section numeric data from the analogue section and/or vice versa;
  (2) Equipment for inter-connecting the analogue and digital portions of computers as described in sub-item (g) (1);
  (3) Digital or analogue computers containing inter-connecting equipment as described in sub-item (g) (2);

(h) Specialized parts, components, peripherals, sub-assemblies, accessories, and spare parts for the above, including those which are also described in Items I.L. 1572 and I.L. 1588.

Analogue computers covered by sub-items (a) (1) (i) (a), (a) (i) (ii) (a), (a) (2) and (c), digital computers covered by sub-items (d) (1)-(4) and (f) and equipment for such computers covered by sub-item (h), subject to certain conditions, including:

(a) that the equipment is primarily used in non-strategic applications;

(b) that the equipment will be used primarily for the specific non-strategic applications for which the export would be approved and that the number, type and characteristics of such equipment are normal for the approved use;

(c) that if they are analogue computers covered by sub-items (a) (1) (i) (a), (a) (1) (ii) (a) or (a) (2), the static rated error for summers, inverters and integrators are not less than 0.01 per cent and for multipliers are not less than 0.025 per cent and there are not more than 350 operational amplifiers;

(d) that if they are digital computers covered by sub-item (d) (1)-(4), all of the following additional conditions are met:

(1) The sum of either the 'I/O bus rate' or the 'total effective bit transfer rate', whichever is less, and the 'CPU bus rate' does not exceed 40 million bits per second;

(2) The 'processing data rate' for CPUs which implement floating point operations by hardware does not exceed 8 million bits per second;

(3) The internal memory total connected capacity (excluding parity, word marker and flag bits) does not exceed 2.36 million bits;

(4) For peripheral memory devices with which the computer is equipped:

(i) No more than 12 magnetic tape transports;

(ii) The 'total effective bit transfer rate' excluding data channels not equipped with peripheral memory units does not exceed 8 million bits per second;

(iii) The 'effective bit transfer rate' of any peripheral memory or data channel does not exceed 1.5 million bits per second;

(iv) For peripheral memory devices other than magnetic tape transports;

(a) Total connected 'net capacity' does not exceed 305 million bits;

(b) For each independent device, 'net capacity' (in millions of bits) does not exceed 'average access time (in seconds) raised to the 3/2 power and then multiplied by 8,000; and

(c) 'Total number of accesses' does not exceed 150 per second.

Interpretative definitions of the terminology used such as 'CPU bus rate', 'average seek time', etc. will be provided, if required, on application to the Export Licensing Branch.

1568. Equipment, as follows:

(a) All classes of devices, regardless of other characteristics, identified in sub-items (b), (c), (d), (e), (f), (g) and (l) below, which are designed to operate below −55° centigrade or above +125° centigrade;

(b) Synchros and resolvers (and special instruments rated to have the same characteristics as synchros and resolvers in (i) and (ii) below, such as Microsyns, Synchro-Tels and Inductosyns), possessing any of the following characteristics:
- (i) A rated electric error of 10 minutes or less or of 0.25 per cent or less of maximum output voltage;
- (ii) A rated dynamic accuracy for receiver types of 1 degree or less, except that for units of size 30 (3 inches in diameter) or larger a rated dynamic accuracy of less than 1 degree;
- (iii) Multi-speed from single shaft types;
- (iv) Employing solid state Hall effect;
- (v) Designed for gimbal mounting;

(c) Amplifiers, electronic or magnetic, specially designed for use with resolvers, as follows:
- (i) Isolation types having a variation of gain constant (linearity of gain) of 0.2 per cent or better;
- (ii) Summing types having a variation of gain constant (linearity of gain) or an accuracy of summation of 0.2 per cent or better;
- (iii) Employing solid state Hall effect;

(d) Induction potentiometers (including function generators and linear synchros), linear and non-linear, possessing any of the following characteristics:
- (i) A rated conformity of 0.5 per cent or less, or of 18 minutes or less;
- (ii) Employing solid state Hall effect;
- (iii) Designed for gimbal mounting;

(e) Induction rate (tachometer) generators, synchronous and asynchronous as follows:
- (i) Employing solid state Hall effect;
- (ii) With a housing diameter of 2 in (50 mm) and smaller and a length (without shaft-ends) of 4 in (100 mm) and smaller or with a diameter-to-length ratio greater than 2:1, having one or more of the following characteristics:
  - (1) With a rated linearity of 0.5 per cent or less;
  - (2) All temperature-compensated or temperature-corrected types;

(f) Servo motors (gear-head or plain) as follows:
- (i) Designed to operate from power sources of more than 300 cycles per second (except those designed to operate from power sources of over 300 cycles per second up to and not exceeding 400 cycles per second with a temperature range of from −25° centigrade to +100° centigrade);
- (ii) Designed to have a torque-to-inertia ratio of 10,000 radians per second or greater;
- (iii) Incorporating special features to secure internal damping;
- (iv) Employing solid state Hall effect:

(g) Potentiometers (and special instruments rated to have the same characteristics as potentiometers in (i) and (ii) below, such as Vernistats), as follows:
- (i) Linear potentiometers having a constant resolution and a rated linearity of 0.1 per cent or less;
- (ii) Non-linear potentiometers having a variable resolution and a rated conformity of:
  - (1) 1 per cent or less when the resolution is inferior to that obtained with a linear potentiometer of the same type and of the same track length;
  - (2) 0.5 per cent or less when the resolution is better than or equal to that obtained with a linear potentiometer of the same type and of the same track length;
- (iii) Designed for gimbal mounting;

Explanatory Note: This sub-item does not include potentiometers using only switched elements.

(h) Direct current and alternating current torquers, i.e. torque motors specially designed for gyros and stabilized platforms;

(i) Electro-optical devices designed to monitor relative rotation of remote surfaces;

(j) Synchronous motors, as follows:
- (i) Of size 30 (3 inches in diameter) and smaller and having synchronous speeds in excess of 3,600 revolutions per minute;
- (ii) Designed to operate from power sources of more than 400 cycles per second;
- (iii) Designed to operate below −25° centigrade or above +100° centigrade;

(k) Ball-and-disc or cylinder-and-ball mechanical integrators; mechanical ball resolvers;

(l) Analogue-to-digital and digital-to-analogue converters, as follows:
- (i) Electrical-input types possessing:
  - (1) A peak conversion rate capability in excess of 50,000 complete conversions per second;
  - (2) An accuracy in excess of 1 part in more than 10,000 of full scale; or
  - (3) A figure of merit of 10^7 or more (derived from the number of complete conversions per second divided by accuracy);
- (ii) Mechanical input types (including but not limited to shaft position encoders and linear displacement encoders but excluding complex servo-follower systems) as follows:
  - (1) Rotary types having an accuracy or maximum incremental accuracy better than ± 1 part in 10,000 of full scale;
  - (2) Linear displacement types having an accuracy of better than ± 5 microns;
- (iii) Employing solid state Hall effect;

(m) Semi-conductor Hall field probes, as follows:
- (i) Made of indium-arsenide-phosphide (In As P);
- (ii) Coated with ceramic or ferritic materials (e.g. special field probes such an tangential field probes, multipliers, modulators, recorder probes, etc.);
- (iii) With an open circuit sensitivity greater than 0.12 Volt

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Ampere × Kilogauss

Technical Note: The slope of a straight line that passes through the point of origin and through the point u_{20}: i_c at B=Bn, in the characteristic is defined as the open circuit sensitivity (where u_{20}=Hall voltage, open circuit; i_c=Control current; Bn=Rated value of applied magnetic control field).

(n) Specially designed parts, components, sub-assemblies and test equipment (including adapters, couplers, etc.) for the above.

1570. Thermoelectric materials and devices as follows:

(a) Thermoelectric materials with a maximum product of the figure of merit (Z) and the temperature (T in °Kelvin) in excess of 0.75;

(b) Junctions and combinations of junctions using any of the materials in (a) above;

(c) Heat absorbing and/or electrical power generating devices containing any of the junctions in (b) above;

(d) Other power generating devices which generate in excess of 10 watts per pound or of 500 watts per cubic foot of the devices' basic thermoelectric components;

(e) Specialized parts, components and sub-assemblies, for the above devices (See also sub-item I.L. 1205(c)).

Technical Notes: The figure of merit (Z) equals Seebeck coefficient squared divided by the product of electrical resistivity and thermal conductivity.

The weight and cubic measurements in sub-item (d) above are not intended to encompass the complete device but to include only the

thermo-electric elements and assembly and the components for pumping calories. Other components, such as heating and/or cooling sources or containers, device frames or stands and control equipment are not to be included in the calculations.

1571. Magnometers having any of the following characteristics, and specialized parts therefor:
(a) A sensitivity below 1.0 gamma (10^{-5} oersteds);
(b) A response time of less than 2 microseconds;
(c) Fluxgate or paramagnetic types.

Technical Note: The term 'paramagnetic' as used above refers to the sensing of changes in magnetic field strength by measurement of the effects of such changes in the electron spin phenomena.

1572. Recording and/or reproducing equipment, as follows (for equipment which may be exported in conjunction with computer shipments see Item I.L. 1565):
(a) Using magnetic techniques, **except** those specifically designed for voice or music;
(b) Using electron beam(s) operating in a vacuum, and/or laser-produced light beams (see also sub-item I.L. 1521 (e)), that produce patterns or images directly on the recording surface, and specialized equipment for image development;
(c) Graphic instruments capable of continuous direct recording of sinusoidal waves at frequencies exceeding 20 kiloHertz;
(d) Specialized parts, components and recording media for the above.

Technical Note: The term 'recording media' in sub-item (d) above is intended to include all types and forms of specialized recording media used in such recording techniques, including but not limited to tapes, drums, discs and matrices, **except** magnetic cards, checks and similar discrete non-rigid magnetic media other than tape.

Equipment described in sub-item (a) above, and specialized parts, components and recording media therefor, for use with the exported equipment, as follows:
(a) magnetic tape recorders specially designed for television recording using a signal registered with the CCIR, and having all of the following characteristics:
(i) 3 dB recording bandwidth not exceeding 3 megaHertz;
(ii) time base error of not less than 4 microseconds over a 20 millisecond interval;
(iii) peak-to-peak signal to r.m.s noise ratio not exceeding 40 dB;
(iv) differential gain of not less than 5 per cent;
(v) maximum length of time of a single scan not exceeding 20 milliseconds;
(vi) not ruggedized; ...
(vii) containing no electronically controlled delay lines;
(b) analogue recorders having all of the following characteristics:
(i) bandwidth not exceeding 100 kiloHertz per track;
(ii) recording density not exceeding 1,667 magnetic flux sine waves per linear inch per track;
(iii) not ruggedized;
(iv) not rated for continuous operation in ambient temperatures from below −10° centigrade to above 155° centigrade;
(v) not specifically designed for underwater use;
(vi) not including recording and/or reproducing heads of the rotary or floating types or designed for use in equipment with characteristics superior to those defined in sub-paragraphs (b) (i) and (ii) above;
(vii) tape speed not exceeding 60 inches per second;
(viii) number of recording tracks (excluding audio voice track) not exceeding 14;
(ix) start-stop time not less than 25 milliseconds.
(c) Systems for use in civil aircraft or helicopters to record flight data for safety and/or maintenance purposes, and having all of the following characteristics:
(i) in normal civil use for more than one year;
(ii) not exceeding 100 input channels;
(iii) sum of the individual channel recording bandwidth not exceeding 500 Hertz.
(d) recording equipment having no apparent relations to embargoed equipment or materials, provided that the capability of the recorder is limited to both:
(i) the use of ½ inch wide tape;
(ii) digital recording techniques in serial form with a packing density not exceeding 800 bits per inch.
(e) Incremental recorders and/or reproducers (i.e. equipment designed for the discontinuous sampling and/or collection of data in an incremental manner) with the characteristics described in (iii) to (vi) of paragraph (b) of this note and with a maximum tape speed, at the maximum stepping rate of 2 inches per second or less.

Magnetic tape on reels for use with computers, provided that they have all of the following characteristics:
(a) a base of untensilized polyethylene polyterephthalate;
(b) a base of nominal thickness not less than 37 microns (1.5 mils);
(c) a tape width not exceeding ½ in (12.7 mm);
(d) a magnetic coating certified for maximum packing density of 800 bits per inch along the length of the tape and nine recording tracks across the tape;
(e) reels are specially designed for computer use and have a diameter not exceeding 10.5 in (267 mm) and a tape length not exceeding 2,450 ft (747.2 mm).

1576. Centrifugal testing apparatus or equipment possessing any of the following characteristics:
(a) Driven by a motor or motors having a total rated horsepower greater than 400 horsepower;
(b) Capable of carrying a payload of 250 lb or more;
(c) Capable of exerting a centrifugal acceleration of 8 or more 'g' on a payload of 200 lb or more.

1579. Ion microscopes having a resolving power better than 10 Angström units.

1584. Oscilloscopes and specialized parts therefor, as follows:
(a) Cathode ray oscilloscopes possessing any of the following characteristics:
(i) An amplifier bandwidth greater than 30 megaHertz (defined as the band of frequencies over which the deflection on the cathode ray tube does not fall below 70.7 per cent of that at maximum point measured with a constant input voltage to the amplifier);
(ii) Containing or designed for the use of:
(1) cathode ray memory tubes;
(2) cathode ray tubes with travelling wave or distributed deflection structure or incorporating other techniques to minimize mismatch of fast phenomena signals to the deflection structure;
(iii) Ruggedized to meet a military specification;
(iv) Rated for operation over an ambient temperature range of from below −25° centigrade to above +55° centigrade;
(v) A rise time of less than 12 nanoseconds;
(b) Oscilloscope plug-in units and external amplifiers and pre-amplifiers which have a bandwidth greater than that defined in sub-item (a) (i) above;
(c) Electronic devices for stroboscopic analysis of a signal (i.e. sampling devices), whether sub-assemblies or separate units, designed to be used in conjunction with an oscilloscope to permit the analysis of recurring phenomena, and which increase the capabilities of an oscilloscope to permit measurements within the limits of equipment described in sub-item (a) (i) above.

Oscilloscopes for use in the servicing of digital computers previously or concurrently exported provided that:
(i) the bandwidth does not exceed 50 megaHertz;
(ii) the rise time is not less than 7 nanoseconds;
(iii) only one oscilloscope is supplied for each digital computer previously or concurrently exported; and
(iv) the oscilloscope would feasibly be used, from a technical and economic point of view, for servicing the type of digital computer for which it is required.

Equipment described in sub-item (a) (ii) (1) for medical diagnostic or mechanical research purposes.

1585. Photographic equipment, as follows:
(a) High speed cinema recording cameras, as follows:
(i) Cameras in which the film is continuously advanced throughout the recording period, and which are capable of recording at rates exceeding 3,000 frames per second for the full framing height of standard 35 mm wide photographic film or proportionately higher rates for lesser frame heights, or proportionately lower rates for greater frame heights;
(ii) Cameras in which the film moves intermittently during the recording period, being automatically locked in place for each frame, and which are capable of recording at the following rates:
(1) Exceeding 250 frames per second for 16 mm film;
(2) Exceeding 130 frames per second for 35 mm film;
(3) Exceeding 50 frames per second for 70 mm film at full frame heights;
(b) High speed cameras in which the film does not move, and which are capable of recording at rates exceeding 250,000 frames per second for the full framing height of standard 35 mm wide photographic film, or proportionately higher rates for lesser frame heights, or proportionately lower rates for greater frame heights;
(c) Cameras incorporating image converters and specially designed controls, parts and accessories therefor;
(d) Photographic systems specially designed for use in space vehicles;
(e) Streak cameras as follows:
(i) Having writing speeds of 8 millimetres/microsecond and above capable of recording events which are not initiated by the camera mechanism;

Technical Note: Streak cameras are cameras designed to record the intensity of a light source as a function of time by moving the image of the source along the film in a single direction.

(f) Cameras having shutter speeds of less than 1 microsecond per operation, and specialized parts and accessories therefor;

(g) High speed film, as follows:
(i) Having an intensity dynamic range of 1,000,000 : 1 or more; **or**
(ii) Having a speed of ASA 10,000 (or its equivalent) or better.
Equipment described in sub-item (c) above **except:**
(i) multi-frame cameras with variable frame intervals and exposures within a sequence;
(ii) accessories and attachments for converting cameras incorporating image converters into multi-frame cameras capable of being operated in a similar mode to those defined in paragraph (i).
Equipment described in sub-item (f).

1857. Quartz crystals and assemblies thereof in any stage of fabrication (i.e. worked, semi-finished or mounted), as follows:
(a) For use as filter elements:
(i) Specially designed crystals; or
(ii) Assemblies of crystals;
(b) For use as oscillator elements:
(i) Designed for operation over a temperature range wider than 180 deg Fahrenheit (100 deg centigrade) whose upper limit is above 185 deg Fahrenheit (85 deg centigrade);
(ii) Designed for a frequency stability of plus or minus 0.003 per cent or better over the rated temperature range;
(iii) Mounted in metal holders sealed with thermocompression welding; or
(iv) Capable, when mounted, of being passed through a circular hole with a diameter or 0.42 in (10.7 mm).

1588. Materials composed of crystals having spinel, hexagonal or garnet crystal structures; thin film devices; assemblies of the foregoing; and devices containing them, as follows:

(for equipment which may be exported in conjunction with computer shipments, see Item I.L. 1565),
(a) Monocrystals of ferrites and garnets, synthetic only;
(b) Single aperture forms possessing any of the following characteristics:
(i) Switching speed of 0.5 microsecond or faster at the minimum field strength required for switching at 40° centigrade;
(ii) A maximum dimension less than 45 mils (1.14 mm);
(c) Multi-aperture forms with fewer than 10 apertures possessing any of the following characteristics:
(i) Switching speed of 1 microsecond or faster at the minimum field strength required for switching at 40° centigrade;
(ii) A maximum dimension less than 100 mils (2.54 mm);
(d) Multi-aperture forms having 10 or more apertures;
(e) Thin film memory storage or switching devices;
(f) Electrical filters in which the coupling element makes use of the electromechanical properties of ferrites;
(g) Materials suitable for application in electromagnetic devices making use of the gyro-magnetic resonance phenomenon.
Single aperture forms described in sub-item (b) above, provided that they have a switching speed of slower than 0.3 *microseconds and a maximum dimension of* 30 *mils* (0.76 *mm*) *or more.*
Equipment described in sub-item (f).

1595. Gravity meters (gravimeters) and specialized parts therefor, designed or modified for airborne or marine use.

Group H. Metals, Minerals and their Manufactures

In this Group:

Raw materials cover all materials from which the metal can be usefully extracted, i.e. ores, concentrates, matte, regulus, residues and dross (ashes); and

Unless provision to the contrary is made in particular items of the definition, the words metal and alloys cover all crude and semi-fabricated forms as follows:

Crude forms:

Anodes, balls, bars (including notched bars and wire bars), billets, blocks, blooms, brickets, cakes, cathodes, crystals, cubes, dice, grains, granules ingots lumps, pellets, pigs, powder, rondelles, shot, slabs, slugs, sponge, sticks:

Semi-fabricated forms (whether or not coated, plated, drilled or punched):
(i) Wrought or worked material fabricated by rolling, drawing, extruding, forging, impact extruding, pressing, graining, atomizing and grinding, i.e. angles, channels, circles, discs, dust, flakes foil and leaf, forgings, plates, powder pressings and stampings, ribbons, rings, rods (including bare welding rods, wire rods and rolled wire), sections, shapes, sheets, strip, pipe and tube (including tube rounds, squares and hollows), drawn or extruded wire;
(ii) Cast material produced by casting in sand, die, metal, plaster or other types of moulds, including high pressure castings, sintered forms, and forms made by power metallurgy.

1601. Anti-friction bearings, as follows:
(a) All ball and cylindrical roller bearings having an inner bore diameter of 10 mm or less and tolerances of ABEC 5, RBEC 5 (or equivalents) or better and either or both of the following characteristics:
(i) Made of special materials, i.e. with rings, balls or rollers made from any steel alloy or other material except the following: Low-carbon steel; SAE-52100 high carbon chromium steel; SAE—4615 nickel molybdenum steel; or equivalents (partial illustrative examples of special materials for this purpose are: high-speed tool steels; stainless steel; monels; beryllium);
(ii) Manufacture for use at normal operating temperatures over 302° Fahrenheit (150° centigrade) either by use of special materials or by heat treatment;
(b) All ball and cylindrical roller bearings (exclusive of separable ball bearings and thrust ball bearings) having an inner bore diameter exceeding 10 mm and having tolerances of ABEC 7, RBEC 7 (or equivalents) or better and either or both of the characteristics in (a) (i) or (a) (ii) above;
(c) Bearing parts as follows:
Outer rings, inner rings, retainers, balls, rollers and sub-assemblies usable only for bearings covered by sub-items (a) and (b).

1631. Magnetic metals of all types and of whatever form possessing one or more of the following characteristics:
(a) Grain oriented sheet or strip of a thickness of 0.004 in (0.1 mm) or less;
(b) Initial permeability 70,000 gauss-oersteds (0.0875 Henry/m) or over;
(c) Remanence 98,5 per cent or over of maximum flux for materials having magnetic permeability;
(d) A composition capable of an energy product:
(i) exceeding 8 times 10^6 gauss-oersteds (63,700 joules/m^3); or
(ii) 4.85 times 10^6 gauss-oersteds (38,600 joules/m^3) or greater and having a coercive force of 1,800 oersteds (143,200 amperes/m) or greater.

1635. Iron and steels, alloyed as follows:
(a) Containing 10 per cent or more molybdenum (but more than 5 per per cent molybdenum in any alloys containing more than 14 per cent chromium); or
(b) Containing 1.5 per cent or more niobium and/or tantalum;
(c) Nickel bearing stabilized steels, not elsewhere specified, having a total of 38 per cent or more of alloying elements, except such steels containing less than 0.4 per cent titanium or less than 0.8 per cent niobium-tantalum.

Technical Note: For the purpose of calculating the 38 per cent cut-off, the maximum of the range specified for each element is to be taken. In the absence of a specified maximum for titanium or niobium-tantalum, the figure of 0.4 per cent shall be used to indicate the presence of titanium or 0.8 per cent for niobium-tantalum. The 38 per cent cut-off must not be exceeded to take account of manufacturing or other tolerances. Alloying elements means all constituents other than iron.
(d) Precipitation hardening steels containing 4 per cent or more nickel.

1648. Cobalt based alloys (i.e. containing a higher percentage by weight of cobalt than of any other element), containing 5 per cent or more of tantalum.

1649. Niobium (columbium), as follows:
(a) Metal and niobium-based alloys containing 50 per cent or more niobium or 60 per cent or more niobium-tantalum in combination;
(b) Scrap forms of the metal and alloys described in (a) above.
(See also Item I.L.1760 and sub-item M.L.20 (b)).

1654. Magnesium base alloys containing 0.4 per cent or more of zirconium or 1 per cent or more of rare earth metals (cerium mischmetal), and scrap forms thereof.
(See also sub-items A.E.1 (g) and A.E.35 (c) (i)).
Magnesium base alloys containing 0.4 *per cent or more of zirconium and scrap forms therof.*

1658. Molybdenum metal with a purity of more than 99.5 per cent, and alloys containing 95 per cent or more of molybdenum, **except** molybdenum metal wire and molybdenum alloy wire.

1661. Nickel based alloys (i.e. containing a higher percentage by weight of nickel than of any other element), containing more than 1 per cent thorium oxide.

1668. Tungsten metal, as follows:
(a) Pressed-sintered crude and semi-fabricated forms weighing more than 20 lb. (9 kg), **except** wire and sheet;
(b) Pressed-sintered porous crude and semi-fabricated forms weighing more than 15 lb (6.8 kg), before infiltration, or more than 20 lb (9 kg) after infiltration.

Technical Note: Sub-item (b) includes porous forms partially or wholly infiltrated with other metals such as copper, magnesium, silver, tin and/or zinc. Forms shall be regarded as porous if their density prior to infiltration is between 13.5 and 16.4 g/cm^3. The term 'infiltrated tungsten' does not include alloys.

1670. Tantalum as follows:
(a) Metal and tantalum-based alloys containing 60 per cent or more of tantalum;
(b) Scrap forms of the metal and alloys described in sub-item (a) above.

(See also Items I.L.1649 and I.L.1760).

Unalloyed mill products as follows:

(i) sheet and strip not exceeding 3.28 ft (1 m) in length, between 0.005 in and 0.1875 in (0.127 mm and 4.7 mm) in thickness and not exceeding 4.96 lb (2.25 kg) in weight for one unit or coil;

(ii) wire not exceeding 0.125 in (3.2 mm) in diameter and not exceeding 2.2 lb (1 kg) in weight for one unit or coil.

Gauze and preformed shapes for surgical use.

1671. Titanium, as follows:

(a) Metal and titanium-based alloys containing 70 per cent or more titanium;

(b) Scrap forms of the metal and alloys covered under (a) above.

(a) Material containing between 97 per cent and 99.7 per cent of titanium as follows:

(i) crude forms with a Brinell hardness number of 90 or greater;

(ii) semi-fabricated forms regardless of yield strength.

(b) Alloys containing 6 per cent aluminium, 4 per cent vanadium and the balance titanium; or containing 5 per cent aluminium, 2.5 per cent tin and the balance titanium; in crude or semi-fabricated forms.

1673. Artificial graphite having an apparent relative density of 1.90 or greater when compared with water at 60° Fahrenheit (15.5° centigrade).

Technical Note: Artificial graphite as defined above which has been coated or composited with other elements or compounds to improve its performance at high temperatures or to reduce its permeability to gases is to be regarded as included in the definition. The definition does not apply to artificial graphite which has been impregnated or composited with inorganic materials for the purpose of improving only its electrical conductivity, its mechanical resistance or its mechanical friction properties or to electrical resistors, artificial loads for microwave application, cable waveguide terminations, brush stock special joints for electrodes, boats and crucibles.

Individual shipments of 55 lb (25 kg) or less of pyrolitic graphite (i.e. graphite made by vapour deposition at temperatures exeeding 2,732° Fahrenheit (1,500° centigrade)) in crude or semi-fabricated forms, the dimension of any one of which does not exceed 4 in (10 cm) in any direction.

Non-pyrolitic graphite, having a relative density of less than 1.95 which has not been coated or composited with other elements or compounds to improve its performance at elevated temperatures or to reduce its permeability to gases.

Group I. Chemicals, Metalloids and Petroleum products

1701. Lead azide, sodium azide and primary explosives or priming compositions (mixtures) containing azides and/or azide compounds or complexes.

1702. Hydraulic fluids which are or which contain as the principal ingredients petroleum (mineral) oils and which have all the following characteristics:

(a) a pour point of −30° Fahrenheit (−34° centigrade) or lower;

(b) a viscosity index of 75 or greater; and

(c) are thermally stable at +700° Fahrenheit (+371° centigrade).

1715. Boron, the following:

(a) Boron element, boron compounds and mixtures in which the boron −10 isotope comprises more than 20 per cent of the total boron content;

(b) Boron element (metal) all forms;

(c) Boron compounds and mixtures, **except** pharmaceutical specialities packaged for retail sale, as follows:

(i) Boron trifluoride and its complexes;

(ii) Boron carbide having a boron content of 74 per cent or more by weight, boron hydrides and boron nitrides;

(iii) Alloys, compounds and mixtures containing 5 per cent or more of boron, free or combined, **except:**

(1) boron minerals, crude or refined;

(2) boric oxides;

(3) boric acids; boric acid esters and inorganic borates;

(4) boron trichloride and its complexes;

(5) perborates;

(6) fluoroboric acids and fluoroborates;

(7) enamel and glass-making compositions or mixtures;

(8) ferro-boron.

Boron trifluoride and its complexes, sodium borohydride and potassium borohydride.

1721. Diethylenetriamine of a purity of 96 per cent or higher.

1746. Polymeric substances and manufactures thereof, as follows:

(a) Polyimides;

(b) Polybenzimidazoles;

(c) Polyimidazopyrrolones;

(d) Aromatic polyamides;

(e) Polyparaxylylenes.

Technical Note: It is not intended that this item shall include manufactured articles where the value of the polymeric component together with materials mentioned in other items appearing in this schedule is less than 50 per cent of the total value of the article.

1754. Fluoro-carbon compounds and manufactures as follows:

(a) Monomes, homo-polymers and co-polymers as follows:

(i) Polytetrafluoroethylene;

(ii) Oily and waxy modifications of polychlorotrifluoroethylene;

(iii) Polyvinilidene fluoride;

(iv) Co-polymer of tetrafluoroethylene and hexafluoropropylene;

(v) Co-polymer of tetrafluoroethylene and chlorotrifluoroethylene;

(vi) Co-polymer of chlorotrifluoroethylene and vinylidene fluoride;

(vii) Co-polymer of hexafluoropropylene and vinylidene fluoride;

(viii) Polybromotrifluoroethylene;

(ix) Co-polymer of bromotrifluoroethylene and chlorotrifluoroethylene;

(x) Dibromotetrafluorethane;

(b) Manufactures made wholly of the materials in (a) above;

(c) Electric wire and cable coated with or insulated with any of the materials in (a) above.

Polytetrafluoroethylene and manufactures wholly made thereof.

1755. Silicone fluids and greases, as follows:

(a) Fluorinated silicone fluids and chlorinated silicone fluids;

(b) Silicone lubricating greases capable of operating at temperatures of 356° Fahrenheit (180° centigrade) or higher and having a drop point (method of test being ASTM or ITP) of 428° Fahrenheit (220° centigrade) or higher.

Chlorinated silicone fluids; silicone lubricating greases not capable of operating at temperatures of 400° Fahrenheit (205° centigrade) or higher.

1757. Compounds and metallic materials, as follows:

(a) Silicon of a purity of 99.99 per cent or more, and all monocrystalline silicon;

Doped monocrystalline silicon as follows:

(a) N type with a resistivity between 100 ohm × cm and 200 ohm × cm;

(b) P type with a resistivity between 100 ohm × cm and 500 ohm × cm;

(b) Monocrystalline gallium compounds in any form;

(c) Monocrystalline indium compounds in any form.

Explanatory Note: Sub-items (b) and (c) above do not include electronic grades of monocrystalline materials, containing less than 1 per cent of either gallium or indium.

1760. Compounds of tantalum, niobium (columbium), and tantalum-niobium excluding compounds containing less than 20 per cent of tantalum or niobium.

(See also items I.L.1649 and I.L.1670).

Niobium compounds and niobium-tantalum compounds in which the niobium content with respect to tantalum is one or more parts per thousand.

1762. Aluminium hydride.

Individual shipments not exceeding 10 kg of aluminium hydride.

1763. Fibrous and filamentary materials which may be used in composite structures or laminates and manufactures thereof, as follows:

(a) having both of the following characteristics:

(i) specific modulus greater than 1.25×10^6;

(ii) specific tensile strength greater than 3×10^6;

(b) having both of the following characteristics:

(i) specific modulus greater than 1×10^6;

(ii) melting or sublimation point higher than 3,000° Fahrenheit (1,649° centigrade) in an inert environment; **except** carbon fibres having a specific modulus of less than 2×10^6 and specific tensile strength of less than 1×10^6.

(c) composite structures and laminates fabricated, by using equipment described in Item 1357, from materials described in sub-items (a) and (b) above.

Technical Note:

(a) The term 'fibrous and filamentary materials' includes:

(i) continuous monofilament;

(ii) continuous yarns and rovings;

(iii) tapes, woven fabrics and random mats;

(iv) chopped fibres, staple fibres and coherent fibre blankets;

(v) whiskers, either monocrystalline or polycrystalline, of any length.

(b) 'Specific modulus' is Young's modulus in lb /in^2 (measured at a temperature of 73.4° Fahrenheit ± 3.6° Fahrenheit (23° centigrade ± 2° centigrade) and a relative humidity of 50 per cent ± 5 per cent) divided by density in lb /in^3.

(c) 'Specific tensile strength' is ultimate tensile strength in lb /in^2 measured at a temperature of 73.4° Fahrenheit ± 3.6° Fahrenheit (23° centigrade ± 2° centigrade) and a relative humidity of 50 per cent (± 5 per cent) divided by density in lb /in^3.

1770. Any liquid fuel, including petroleum products, having a gross calorific value of not less than 23,400 BTU/lb. (13,000 cal/g) which contains high energy components or compounds.

1781. Synthetic lubricating oils and greases which contain as the principal ingredient:

(a) Esters of saturated aliphatic monohydric alcohols containing more than six carbon atoms with adipic or azelaic or sebacic acids;
(b) Esters of trimethylpropane or trimethylethane or pentaerythritol with saturated monobasic acids containing more than six carbon atoms;
(c) All fluoro-alcohol esters and perfluoro-alkyl ethers;
(d) All polyphenyl ethers containing more than 3 phenyl groups.

Technical Note: Excepted from parts (a) - (c) above are those oils and greases containing by weight either not less than 50 per cent of neutral castor oil; or not less than 5 per cent of neutral castor oil and not less than 50 per cent of castor oil and petroleum oil together.

Lubricants described in sub-item (a) for use in civil aircraft provided viscosity at −40° Fahrenheit (−40° centigrade) is greater than 8,000 centistokes and viscosity at +210° Fahrenheit (+99° centigrade) is not less than 7.5 centistokes. Other lubricants listed in sub-items (a) and (b) for use in civil aircraft previously exported.

Group J. Synthetic Rubber and Synthetic Film

1801. Synthetic rubber, the following:

(a) Alkyl polysulphide liquid polymers;
Explanatory Note: The definition is intended to cover polymers which are themselves liquid. Water dispersions, otherwise called latices, are not covered.
(b) Fluorinated silicone rubber and other fluorinated elastomeric material and such organic intermediates for their production as contain 10 per cent or more of combined fluorine;
(c) Polymeric products of butadiene, as follows:
(i) Carboxyl terminated polybutadiene; hydroxyl terminated polybutadiene; thiol terminated polybutadiene; and cyclized 1,2-polybutadiene;
(ii) Mouldable co-polymers of butadiene and acrylic acid;
(iii) Mouldable terpolymers of butadiene, acrylonitrile and acrylic acid or any of the homologues of acrylic acid;
(d) Carboxyl terminated polyisoprene and polyisobutylene.

1920. Synthetic film for dielectric use, of thickness not exceeding 0.001 in (0.0254 mm), capable of being used for the manufacture of capacitors embargoed by Item IL 1560, **except:**

(a) unmetallized polypropylene film; and
(a) untensillized and unmetallized polyethylene terephthalate film, of thickness not less than 0.00035 in (0.009 mm).

Unmetallized polycarbonate film, of thickness exceeding 0.0005 in (0.012 *mm*).

Customs notices of interest to exporters

THE FOLLOWING Publics Notices isued by HM Customs and Excise relate to various aspects of export procedure. Copies of these Notices may be obtained from the local Officer of Customs and Excise, whose address appears in the telephone directory and to whom all inquiries should be addressed, or from the Secretary, HM Customs and Excise, King's Beam House, Mark Lane, London, E.C.3.

General Notice

49 Temporary importations: international co-operation.

77E (Re-issued February 1966) purchase tax - exports.

104 Temporary importations and exportations under ATA and ECS Carnets.

112 Authorised hours for Customs work at ports, airports and in long rooms and charges for attendance given at the request of merchants (to be published on June 18, 1969).

118 Samples required for the purpose of promoting exports from the United Kingdom: admission without payment of Customs duty and purchase tax.

206 Export trade reliefs: temporarily imported for process or repair.

207 Reimported goods: relief from Customs duty and purchase tax.

210 Temporary importation of films and similar goods for copying printing, etc., to fulfil export orders.

215 Relief from Customs duty and purchase tax on importations of goods intended for export which are not otherwise eligible for relief.

300 Export reliefs scheduling scheme.

429 Customs export procedure. Further relaxation of pre-entry.

466 Export documents and trade statistics.
SN6 Notice to passengers (exchange control and export licensing).

Exchange Control Notice to Exporters Issue dated January 9, 1969. (Issued by HM Treasury - also obtained from any bank.)

Drawback

7 Drawback on mixed or blended beers when exported or deposited in bonded warehouse.

74 Notice to exporters. EFTA restrictions on drawback and export rebate.

74A EFTA drawback; exception of EFTA goods re-exported to another country.

77M British-made cars and motor cycles; tax free sales to tourists, etc.

132 Sugar: all matters relating to the importation, warehousing and export of sugar and sugar goods, and to the use of surcharge-free sugar for certain purposes.

172 Hydrocarbon oils: drawback of duty.

217 The main conditions and procedures under which drawback of duty paid under the Import Duties Act, 1958, may be claimed on the exportation of the classes and descriptions of goods set out in HM Customs and Excise Tariff, Part 6B.

224 The examination of bottled beer, exported on drawback, at the premises of a licensed brewer for sale, or beer dealer, as an alternative to examination on the quay.

251 Remission or repayment of the temporary charge on imports.

291 Claims for drawback on goods exported where there has been a variation in the duty rate.

372 Authorization of signatories to drawback claims.
430 Table of rates of sugar surcharge, distribution payments and corresponding repayments.

Export Rebates

74 Notice to exporters. EFTA restrictions on drawback and export rebate.

435 Schedule of rates.

436 General outline of the scheme and procedure for claiming.

436A Export rebate: termination.

437 Ships and aircraft.

439 Export rebate: goods exported after March 31 1968, under pre-devaluation contracts.

Table 1. Value of physical increase of industry's stocks at 1963 prices seasonally adjusted

£ million

	Total	Manufacturing	Wholesaling	Retailing
Level of stocks at end 1968	9,540	6,954	1,228	1,359
1960	636	547	50	39
1961	299	231	38	30
1962	63	26	22	15
1963	211	123	31	57
1964	552	411	91	50
1965	356	262	49	45
1966	172	147	19	6
1967	- 17	- 39	10	11
1968	124	- 47	75	95
1963 1st quarter	44	46	- 5	3
2nd quarter	20	- 25	27	18
3rd quarter	- 2	15	- 16	- 1
4th quarter	149	87	25	37
1964 1st quarter	112	99	11	2
2nd quarter	159	127	21	11
3rd quarter	123	85	19	19
4th quarter	158	100	41	18
1965 1st quarter	75	68	- 3	10
2nd quarter	84	79	1	4
3rd quarter	106	69	20	17
4th quarter	90	46	31	14
1966 1st quarter	88	73	- 5	20
2nd quarter	28	4	- 4	28
3rd quarter	69	66	21	- 17
4th quarter	- 13	5	7	- 25
1967 1st quarter	39	26	- 2	15
2nd quarter	7	- 10	1	15
3rd quarter	- 56	- 25	- 10	- 21
4th quarter	- 7	- 30	22	2
1968 1st quarter	- 46	-100	5	49
2nd quarter	47	24	22	1
3rd quarter	22	7	10	5
4th quarter	101	23	38	40
1969 1st quarter	122	120	- 11	13
2nd quarter	- 8	7	- 11	- 3

work in progress fell slightly.

The picture is mixed for the individual industry groups. Both the chemical industry and the 'other manufacturing' industry have consistently increased their stocks since the second quarter of 1968 and this positive stockbuilding was maintained in the second quarter. In contrast stocks held by the textile industry fell for the first time for over a year. After a long bout of destocking engineering stocks showed a large increase in the first quarter and have followed this with a smaller increase in the second. Stocks of the food, drink and tobacco industry fell as did those of the metal manufacturing industry. The stocks/production ratio remained low.

Distributive industry

Both wholesalers' and retailers' stocks showed high increases during 1968. The retail trade continued to build up their stocks in the first quarter of this year but have shown a small fall in the second quarter. Overall wholesalers have run down their stocks in the first half of this year but the total fall conceals contrasting movements in the different sectors. General wholesale dealers, who were responsible for most of the high stockbuilding in 1968, have decreased their stocks throughout the first half of the year but stocks of dealers in industrial materials have increased and those of dealers in coal, builders merchants, etc., have shown little change.

(Continued on next page)

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Table 2. Value of the physical increase in stocks held by manufacturing industry at 1963 prices seasonally adjusted

£ million

	All manufacturing industries	Analysis by industry group: Food, drink and tobacco	Chemicals and allied industries	Metal manufacture	Engineering, shipbuilding, vehicles and metal goods	Textiles leather and clothing	Other manufacturing industries	Analysis by type of asset: Materials and fuel	Work in progress	Finished goods
Level of stocks at 1968	6,954	896	630	527	3,424	747	731	2,378	2,641	1,935
1960	547	45	41	83	288	30	61	230	146	171
1961	231	10	17	13	154	8	28	40	103	89
1962	26	23	3	-18	41	-19	- 3	-62	42	46
1963	123	44	-11	2	75	2	12	2	100	21
1964	411	6	41	31	240	61	32	147	177	87
1965	262	1	25	26	171	- 2	41	56	98	108
1966	147	- 5	26	-16	85	26	30	-20	33	134
1967	-39	20	3	-27	10	33	-12	-38	33	-34
1968	-47	- 2	44	31	-155	10	25	-12	-46	11
1963 1st quarter	46	2	4	2	28	-10	20	-15	24	38
2nd quarter	-25	9	- 9	- 2	-13	- 2	- 9	-15	11	-21
3rd quarter	15	9	- 7	- 1	8	8	- 2	11	20	-16
4th quarter	87	24	1	3	51	5	3	21	46	20
1964 1st quarter	99	11	12	9	48	17	2	60	31	8
2nd quarter	127	- 1	8	16	76	20	9	31	56	41
3rd quarter	85	- 7	10	1	65	7	9	13	47	25
4th quarter	100	3	12	4	51	17	13	43	43	13
1965 1st quarter	68	-13	- 3	10	55	10	10	1	49	19
2nd quarter	79	1	20	—	50	- 4	12	30	7	42
3rd quarter	69	16	3	7	37	- 7	14	14	34	22
4th quarter	46	- 3	4	10	29	- 1	6	11	9	26
1966 1st quarter	73	5	11	- 4	42	6	13	4	18	51
2nd quarer	4	2	5	-18	4	7	5	-19	13	10
3rd quarter	66	-13	4	18	38	9	9	24	1	41
4th quarter	5	1	6	-11	1	5	3	-28	1	32
1967 1st quarter	26	1	5	- 4	25	- 6	5	- 8	15	19
2nd quarer	-10	2	-19	- 7	26	- 7	- 5	-19	4	6
3rd quarter	-25	19	19	-13	-36	- 4	-11	- 4	3	-24
4th quarter	-30	- 2	- 3	- 4	- 5	-17	—	- 7	11	-34
1968 1st quarter	-100	9	-11	- 1	-81	- 7	- 9	- 9	-32	-59
2nd quarter	24	- 3	25	9	-27	8	12	- 2	—	25
3rd quarter	7	-13	14	7	- 7	2	5	-13	7	13
4th quarter	23	5	17	16	-40	8	18	12	-21	32
1969 1st quarter	120	11	10	- 7	76	21	8	21	35	65
2nd quarter	7	-12	8	- 3	13	- 8	9	14	- 6	- 1

INDUSTRY'S STOCKS IN THE SECOND QUARTER OF 1969, *continued*

Table 3. Value of the physical increase of stocks held by wholesalers at 1963 prices seasonally adjusted

£ million

	Total wholesalers	General wholesale distributors	Dealers in coal, builders' materials, etc.	Dealers in industrial materials and machinery
Level of stocks at end 1968	1,228	787	121	320
1960	50	27	4	19
1961	38	27	—	11
1962	22	4	4	15
1963	31	14	5	11
1964	91	47	13	30
1965	49	23	5	21
1966	19	13	—	7
1967	10	6	—	5
1968	75	57	—	13
1963 1st quarter	- 5	- 5	3	- 3
2nd quarter	27	17	3	8
3rd quarter	-16	-17	- 4	5
4th quarter	25	19	4	2
1964 1st quarter	11	—	5	6
2nd quarter	21	10	1	10
3rd quarter	19	4	7	7
4th quarter	41	33	—	7
1965 1st quarter	- 3	- 9	1	6
2nd quarter	1	—	-2	3
3rd quarter	20	13	2	5
4th quarter	31	19	5	7
1966 1st quarter	- 5	- 6	4	- 2
2nd quarter	- 3	- 2	- 1	- 1
3rd quarter	21	19	- 3	5
4th quarter	7	2	—	6
1967 1st quarter	- 2	-14	3	9
2nd quarter	1	8	- 6	- 1
3rd quarter	-10	- 7	2	- 6
4th quarter	22	18	1	2
1968 1st quarter	5	8	3	- 6
2nd quarter	22	12	3	7
3rd quarter	10	15	- 1	- 3
4th quarter	38	23	1	15
1969 1st quarter	-11	21	5	5
2nd quarter	-11	-14	- 3	5

Table 4. Increases in the book value of stocks held by manufacturers and distributors

£ million

	Total	Manufacturing	Wholesaling	Retailing
Level of stocks at end 1968	11,159	8,165	1,432	1,562
1960	690	591	56	44
1961	416	312	43	61
1962	155	78	32	45
1963	360	250	48	63
1964	815	593	133	90
1965	628	489	74	66
1966	458	365	48	44
1967	137	69	47	21
1968	683	371	134	179
1963 1st quarter	119	69	- 6	56
2nd quarter	20	4	23	- 6
3rd quarter	27	10	23	-13
4th quarter	195	161	8	26
1964 1st quarter	208	138	15	55
2nd quarter	230	185	32	13
3rd quarter	187	116	65	7
4th quarter	191	154	21	15
1965 1st quarter	195	124	2	69
2nd quarter	162	153	14	- 5
3rd quarter	172	108	62	2
4th quarter	99	104	- 4	—
1966 1st quarter	250	162	7	81
2nd quarter	173	138	10	25
3rd quarter	97	69	51	-23
4th quarter	-62	- 4	-20	-39
1967 1st quarter	36	-14	-16	66
2nd quarter	26	18	1	7
3rd quarter	6	18	29	-41
4th quarter	70	48	33	-11
1968 1st quarter	147	10	23	114
2nd quarter	208	150	29	29
3rd quarter	162	115	54	- 7
4th quarter	166	96	27	43
1969 1st quarter	353	244	5	104
2nd quarter	180	173	1	6

Notes relating to Tables 1 to 4:

The analyses by industry group follows the Standard Industrial Classification (1963 consolidated edition):

Manufacturing Orders III to XVI.

Distributive Trades Order XX

Wholesale M.L.H. 810, 831, 832

Retail M.L.H. 820

The estimates are shown to the nearest £ million but should not be regarded as accurate to this degree, and care should be taken in using the industry figures in Tables 2 and 3 because of the margins of error in the quarterly seasonal adjustments.

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Table 5. The relationship of manufacturers' stocks to manufacturing production

Index numbers – 4th quarter – 1962 = 100 seasonally adjusted

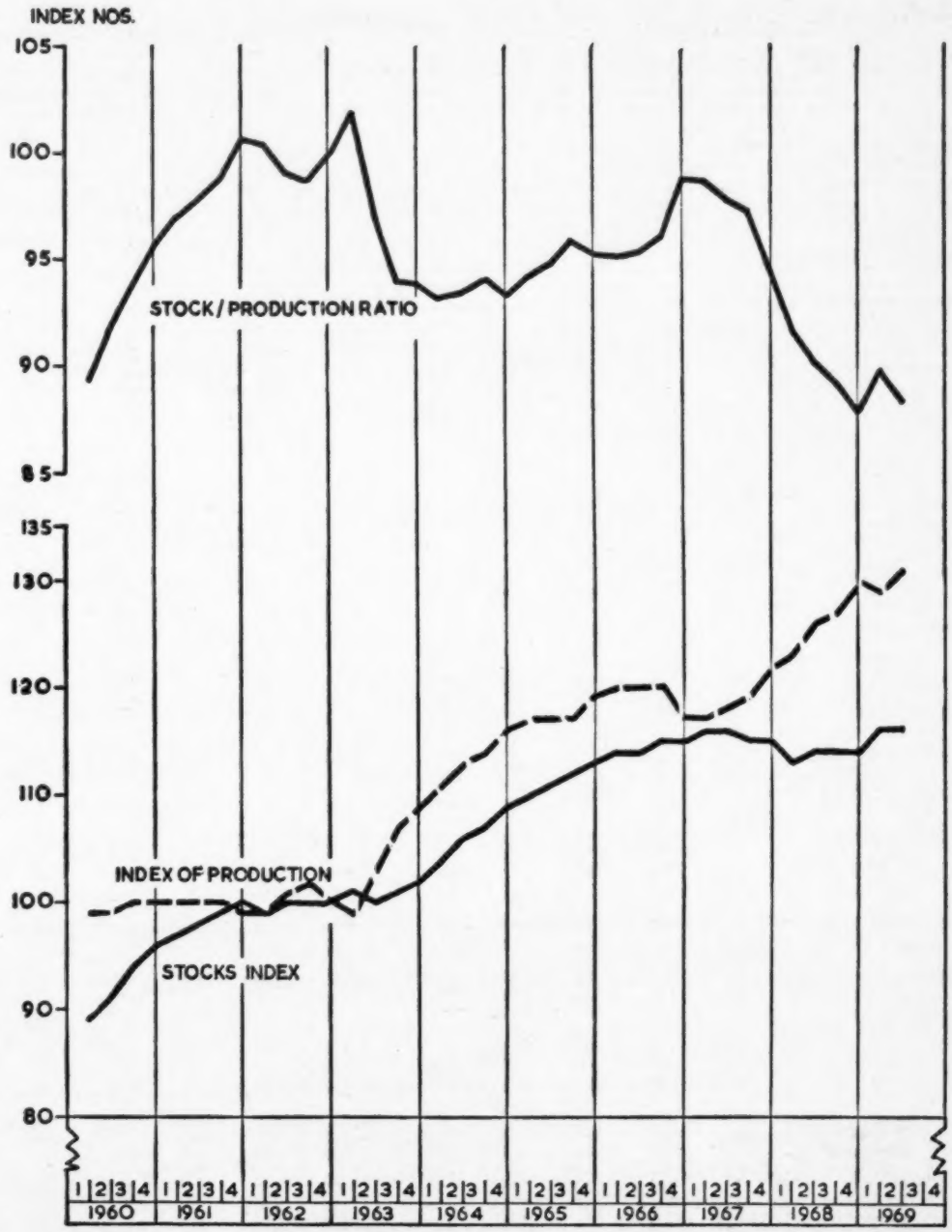
		Stock levels (at 1963 prices)	Production (with 1963 net output weight)	Ratio of Stocks to Production
1960 Q	1	89	99	89·4
	2	91	99	91·5
	3	94	100	93·8
	4	96	100	95·6
1961 Q	1	97	100	97·0
	2	98	100	97·8
	3	99	100	98·9
	4	100	99	100·7
1962 Q	1	99	99	100·4
	2	100	101	99·2
	3	100	102	98·7
	4	100	100	100·0
1963 Q	1	101	99	102·0
	2	100	103	97·1
	3	101	107	94·0
	4	102	109	93·9
1964 Q	1	104	111	93·2
	2	106	113	93·5
	3	107	114	94·1
	4	109	116	93·4
1965 Q	1	110	117	94·3
	2	111	117	94·7
	3	112	117	95·9
	4	113	119	95·2
1966 Q	1	114	120	95·1
	2	114	120	95·4
	3	115	120	96·1
	4	115	117	98·9
1967 Q	1	116	117	98·8
	2	116	118	97·9
	3	115	119	97·3
	4	115	122	94·5
1968 Q	1	113	123	91·8
	2	114	126	90·2
	3	114	127	89·3
	4	114	130	88·0
1969 Q	1	116	129	89·6
	2	116	131	88·4

Notes

(1) The index numbers of the level of stocks relate to the end of each quarter; the index of production refers to production during the quarter.

(2) The 1963 index of production has been rebased on the fourth quarter of 1962 for the purposes of this table. Estimates for the years preceding 1962 are based on the previous 1958 based index.

(3) The index numbers of the stocks production ratios are calculated from unrounded estimates of the data in the previous two columns.



PLANNING CONVERSION TO DECIMAL CURRENCY
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Institute of Chartered Accountants in England and Wales,
City House, 56-66 Goswell Road, London, E.C.1. (Cheque/PO to be made payable to G.E.T.)

UNITED KINGDOM OVERSEAS TRADE

Unit value and volume index numbers for August

THERE WAS no change in total in either the import or export unit value index in August. The terms of trade were unchanged.

A fall in the unit value index for imports of food, drink and tobacco was due to decreases in the prices of imported fish, fruit and vegetables and sugar. A slight drop in the import prices of basic materials, particularly timber, moved the rounded index down a point. These decreases were offset by an increase in the price of imported fuels and rises in the unit values of imported semi-manufactures mainly caused by a further rise in copper prices.

The export unit value index for textiles rose a little in August, and a rise in the price of chemical exports raised the unit value index by a point. There were fairly widespread increases in the price of exports of metal manufactures, continuing the rising trend in the unit value index started at the beginning of the year. The unit value indices of exports of non-manufactures and machinery and transport equipment fell slightly,

Table 1. United Kingdom import and export unit value index numbers (unadjusted)

1961 = 100

	Imports					Exports								Terms of Trade†
	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods	Total	Non-manufactures	Manufactured goods						
								Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other	
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7		
Weights	1,000	327	222	106	337	1,000	125	843	86	65	123	428	141	
1962	99	102	96	98	99	101	99	102	98	100	101	103	102	102
1963	103	111	97	97	101	104	103	104	100	102	102	106	104	101
1964	107	115	103	95	105	106	107	106	101	107	106	107	105	99
1965	107	113	102	90	109	108	104	109	104	109	113	110	108	102
1966	109	114	103	84	114	112	104	114	106	111	119	114	113	103
1967	109	113	99	92	116	114	101	116	106	111	120	118	116	105
1968	121	120	107	107	135	123	106	126	113	115	130	128	128	102
1967 1st quarter	108	115	100	82	116	114	102	116	106	112	119	117	116	105
2nd quarter	107	114	99	81	114	114	101	116	106	113	119	118	116	106
3rd quarter	108	111	97	100	115	115	101	117	107	111	120	119	116	106
4th quarter	113	116	98	104	122	116	101	118	108	111	122	120	117	103
1968 1st quarter	120	120	104	108	134	121	105	123	111	113	129	124	126	101
2nd quarter	121	120	108	108	135	123	107	126	113	115	133	127	128	102
3rd quarter	122	120	109	107	136	125	107	128	115	116	132	132	129	103
4th quarter	123	122	110	106	137	126	108	129	116	117	131	132	130	102
1969 1st quarter	124	123	112	104	138	127	110	130	117	120	134	133	130	103
2nd quarter	125	124	115	102	141	127	111	130	118	122	135	132	130	102
1968 January	119	120	102	107	132	120	103	122	109	112	128	124	125	101
February	120	120	104	108	134	121	106	123	113	113	129	124	126	101
March	121	120	105	108	137	121	106	124	113	114	131	124	127	100
April	122	120	107	108	137	122	107	124	113	114	132	125	128	100
May	121	120	108	108	134	122	107	125	113	114	133	126	127	101
June	121	120	109	108	133	125	105	128	113	116	132	132	129	104
July	122	120	109	108	135	125	107	128	115	116	132	132	129	103
August	122	120	109	107	136	125	107	128	115	116	132	132	129	103
September	123	121	110	107	137	125	107	128	115	116	132	132	129	102
October	123	122	110	106	137	125	107	128	116	117	132	132	129	102
November	123	122	110	106	136	126	108	129	116	117	131	132	129	103
December	124	123	111	105	138	126	108	129	115	117	131	133	131	102
1969 January	124	123	111	105	138	127	110	130	117	120	133	133	130	103
February	123	123	112	104	137	127	109	130	117	119	134	133	130	103
March	124	122	113	103	138	128	111	130	117	120	135	133	130	103
April	125	124	114	103	139	127	111	130	117	121	134	133	130	102
May	126	124	116	101	141	127	112	130	118	122	135	132	131	102
June	126	124	115	101	142	128	112	130	118	122	136	132	131	101
July	126	125	116	100	143	128	113	130	117	122	137	132	131	101
August	126	124	115	100	143	128	113	130	118	122	138	132	131	101

† Export Unit Value Index as a percentage of the Import Unit Value Index.

The import volume index (seasonally adjusted and excluding United States Military Aircraft) fell by over 1 per cent in August. There was a further fall in the volume of imports of food, beverages and tobacco and although this index has moved erratically this year the volume over the first eight months of 1969 was over 2½ per cent less than over the same period in 1968.

The volume of exports (on a seasonally adjusted basis) rose by over 9 per cent. The volume indices for all main groups rose substantially, the largest percentage increase being for textiles. Some part of the large increase over the previous month is attributable to documents now being lodged from earlier months, or being lodged more promptly, as a result of action by HM Customs and Excise to improve the recording of exports.

Notes:

(a) The volume index numbers for exports do not include any allowance for under-recorded exports (see *Boar of Trade Journal* of September 10, 1969).

(b) This series of index numbers, based on 1961=100, was first introduced in the *Board of Trade Journal* of September 13, 1963; an account of the method of construction of the index numbers was first published in the September 1963 issue of *Economic Trends*. All the index numbers published with this article take account of the inclusion since 1965 of trade in diamonds and precious stones in the United Kingdom import and export statistics.

Table 2. United Kingdom import and export volume index numbers (unadjusted)

1961 = 100

	Imports					Exports							
	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods	Total	Non-manufactures	Manufactured goods					
								Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000	327	222	106	337	1,000	125	843	86	65	123	428	141
1962	103	104	96	112	103	102	110	101	107	99	100	100	102
1963	107	102	101	119	112	108	120	106	113	101	100	107	110
1964	119	104	108	128	136	111	115	111	126	105	102	107	123
1965	120	102	107	140	137	117	121	117	131	104	109	114	128
1966	122	101	102	154	146	121	128	120	139	97	105	120	134
1967	132	104	101	165	168	119	131	118	148	94	108	112	136
1968	146	107	111	176	195	136	151	135	169	109	120	129	158
1967 1st quarter	134	106	98	180	167	128	135	127	155	101	113	124	143
2nd quarter	135	107	101	162	176	127	135	127	163	98	119	124	136
3rd quarter	126	100	104	150	156	112	123	111	140	86	103	102	140
4th quarter	136	106	105	178	170	109	128	106	132	89	97	99	126
1968 1st quarter	149	116	109	171	198	135	142	135	168	105	118	132	153
2nd quarter	144	104	112	186	189	134	139	134	174	105	121	130	147
3rd quarter	143	102	114	175	191	132	154	130	165	108	115	119	167
4th quarter	147	110	111	180	196	143	168	140	169	118	124	132	169
1969 1st quarter	148	106	109	198	198	136	136	137	166	111	112	131	175
2nd quarter	152	107	108	186	215	153	157	154	188	122	124	153	180
1968 January	157	125	118	179	201	131	154	129	157	100	112	129	140
February	143	109	107	165	191	136	135	138	164	109	120	135	160
March	148	114	103	170	201	137	136	139	181	108	124	133	158
April	143	104	111	188	185	131	123	134	170	101	122	128	154
May	159	116	121	199	211	136	136	137	177	110	123	139	130
June	129	91	103	169	171	133	156	131	176	103	119	122	157
July	154	108	120	191	209	139	149	139	163	113	123	136	159
August	143	100	118	171	191	129	157	126	155	102	115	111	176
September	132	96	103	163	175	129	157	125	175	107	106	111	164
October	156	119	116	196	206	135	157	133	159	112	115	122	177
November	149	111	106	162	209	158	184	155	183	126	143	146	189
December	137	100	111	182	175	136	163	132	165	116	114	130	139
1969 January	159	114	123	211	206	139	141	140	166	114	115	134	176
February	138	95	100	189	189	130	132	131	164	106	106	123	165
March	148	110	105	194	201	139	134	142	168	112	115	135	183
April	152	113	107	188	209	143	152	143	182	112	115	135	186
May	155	102	108	192	227	157	163	158	195	132	133	163	154
June	149	106	108	179	209	159	156	162	189	122	124	161	200
July	159	108	115	191	227	156	146	160	194	119	129	157	194
August	139	88	113	170	196	146	140	150	180	117	122	140	200

(*Continued on next page*)

VALUE AND VOLUME INDEX NUMBERS, *continued*

Table 3. United Kingdom import and export volume index numbers (seasonally adjusted)

1961 = 100

	Imports							Exports							
	Total	Total excl. US military aircraft, etc.	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods		Total	Non-manufactures	Manufactured goods					
						Total	Excl. US military aircraft, etc.			Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other
Section or Division			0 and 1	2 and 4	3		5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000		327	222	106		337	1,000	125	843	86	65	123	428	141
1967 1st quarter	132	132	105	97	172	165	164	129	142	127	157	103	118	121	144
2nd quarter	134	133	108	102	158	170	166	123	136	122	157	97	113	116	135
3rd quarter	128	126	102	102	153	159	157	119	130	119	147	90	110	112	141
4th quarter	135	134	102	105	181	175	172	106	117	105	133	85	93	100	125
1968 1st quarter	146	144	114	109	162	195	191	135	147	134	166	106	122	129	151
2nd quarter	143	141	105	112	178	185	179	130	139	130	169	104	117	123	147
3rd quarter	147	144	105	112	180	197	190	139	162	138	171	111	122	130	167
4th quarter	148	144	106	111	184	202	190	141	155	140	169	114	120	134	168
1969 1st quarter	146	142	104	110	191	195	185	139	142	138	169	115	118	129	175
2nd quarter	150	146	110	108	180	208	195	146	156	148	178	120	118	144	179
1968 January	141	140	114	102	160	186	183	138	167	134	165	106	120	131	147
February	149	147	112	116	163	202	197	135	135	135	162	108	122	130	155
March	147	146	116	109	163	196	193	133	138	133	172	104	123	125	151
April	144	143	107	115	175	184	180	130	129	130	164	100	118	125	150
May	146	144	109	113	171	194	186	130	134	130	170	107	114	126	139
June	137	136	100	108	190	177	172	130	153	129	172	106	119	120	152
July	148	147	107	113	186	196	192	135	155	134	164	108	118	130	152
August	147	143	105	111	177	201	189	141	174	138	168	109	128	127	174
September	145	143	103	113	176	196	190	142	156	142	181	115	119	133	176
October	147	145	108	112	188	194	190	138	153	137	163	111	116	131	174
November	151	143	104	109	174	216	192	146	159	145	174	114	129	139	172
December	146	143	105	113	191	197	187	138	155	138	171	115	116	134	158
1969 January	144	141	103	108	190	190	179	144	149	142	171	120	122	133	182
February	147	143	101	111	192	202	189	135	138	134	171	111	114	125	166
March	146	144	108	111	190	194	187	139	141	139	166	113	118	131	178
April	149	145	113	109	177	201	192	140	159	138	172	111	112	129	178
May	147	141	101	104	174	211	193	144	156	145	180	125	118	142	168
June	155	151	115	113	189	211	201	155	155	161	183	125	124	161	192
July	151	147	108	108	184	210	197	147	149	149	189	113	119	145	182
August	148	145	98	109	181	210	200	161	159	165	199	128	134	162	198

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

INFORMATION ABOUT the commercial standing of overseas firms is available to you through the Board of Trade and is particularly useful in indicating whether a firm is suitable to act as your agent or representative. Many status reports are on record, and where these need to be brought up to date or new reports obtained, this is rapidly done in collaboration with Diplomatic Service commercial officers abroad.

These reports can tell you of the local standing of firms overseas, the scope of their activities, and the size of their organization, and their suitability to act as your representatives. The reports do not, however, include credit ratings or detailed financial information, and reports on potential customers should be obtained from specialized sources such as banks or credit reporting agencies. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional Office of the Board.

Car and commercial vehicle production in August

Table 1. Recorded production

Production figures of road motor vehicles cover complete vehicles, chassis with engines for delivery as such and unassembled vehicles for export. Road tractors are included but battery operated road vehicles are excluded.
Production for export may differ from actual exports as recorded in the Overseas Trade Accounts because of differences in timing and coverage.

		Passenger cars (including taxis)				Commercial Road Vehicles			
	No. of Weeks	Totals	Home	Export	Weekly Average	Totals	Home	Export	Weekly Average
1963	52	1,607,939	958,766	649,173	30,922	403,781	238,876	164,905	7,765
1964	53	1,867,640	1,161,886	705,754	35,238	464,736	285,332	179,404	8,769
1965	52	1,722,045	1,069,374	652,671	33,116	455,216	280,976	174,240	8,754
1966	52	1,603,679	978,684	624,995	30,840	438,675	260,614	178,061	8,436
1967	52	1,552,013	988,273	563,740	29,846	385,106	245,692	139,414	7,406
1968	52	1,815,936	1,013,163	802,773	34,922	409,186	259,331	149,855	7,869
1966 1st quarter	13	462,461	294,287	168,174	35,574	120,380	75,662	44,718	9,260
2nd quarter	13	484,147	309,350	174,797	37,242	123,628	76,266	47,362	9,510
3rd quarter	13	334,143	206,248	127,895	25,703	96,886	56,128	40,758	7,453
4th quarter	13	322,928	168,799	154,129	24,841	97,781	52,558	45,223	7,522
1967 1st quarter	13	387,564	288,687	158,877	29,813	95,232	54,850	40,382	7,326
2nd quarter	13	446,537	281,652	164,885	34,349	104,215	66,929	37,286	8,016
3rd quarter	13	315,402	210,178	105,224	24,262	83,330	56,011	27,319	6,410
4th quarter	13	402,510	267,756	134,754	30,962	102,329	67,902	34,427	7,871
1968 1st quarter	13	467,555	269,925	197,630	35,966	104,276	67,055	37,221	8,021
2nd quarter	13	489,132	264,041	225,091	37,626	104,465	66,754	37,711	8,036
3rd quarter	13	389,586	215,398	174,188	29,968	88,469	56,719	31,750	6,805
4th quarter	13	469,663	263,799	205,864	36,128	111,976	68,803	43,173	8,614
1969 1st quarter	13	451,556	239,544	212,012	34,735	120,445	71,361	49,084	9,265
2nd quarter	13	485,246	245,936	239,310	37,327	126,325	74,032	52,293	9,717
1968 April	4	145,328	81,243	64,085	36,332	31,160	20,120	11,400	7,903
May	4	161,818	88,868	72,950	40,455	33,768	21,493	12,275	8,442
June	5	181,986	93,930	88,056	36,397	39,087	25,051	14,036	7,817
July	4	111,067	60,040	51,027	27,767	25,235	16,287	8,948	6,309
August	4	100,780	57,227	43,553	25,195	21,343	13,235	8,108	5,336
September	5	177,739	98,131	79,608	35,548	41,891	27,197	14,694	8,378
October	4	145,965	90,289	55,676	36,491	33,858	21,299	12,559	8,465
November	4	150,382	83,520	66,862	37,596	35,583	21,825	13,758	8,896
December	5	173,316	89,990	83,326	34,663	42,535	25,679	16,856	8,507
1969 January	5	185,245	103,373	81,872	37,049	49,146	29,478	19,668	9,829
February	4	144,123	74,444	69,679	36,031	38,720	22,350	16,370	9,680
March	4	122,188	61,727	60,461	30,547	32,579	19,533	13,046	8,145
April	5	178,082	92,650	85,432	35,616	47,984	28,285	19,699	9,597
May	4	148,594	71,268	77,326	37,149	37,759	21,583	16,176	9,440
June	4	158,570	82,018	76,552	39,642	40,582	24,164	16,418	10,146
July	5	132,969	70,941	62,028	26,594	37,032	21,536	15,496	7,406
August	4	106,789	51,583	55,206	26,697	28,062	16,149	11,913	7,016

Table 2. Production – seasonally adjusted

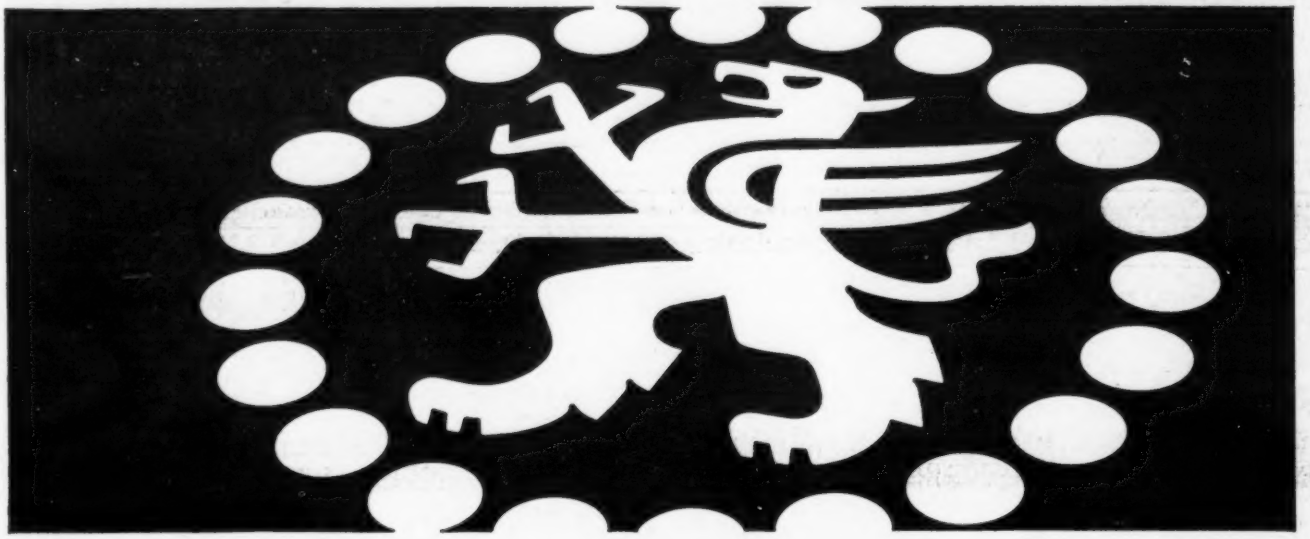
Monthly averages — thousands

	Passenger Cars			Commercial Vehicles		
	Total	Home	Export	Total	Home	Export
1963	134	80	54	33·6	19·9	13·7
1964	156	97	59	38·7	23·8	15·0
1965	144	89	54	37·9	23·4	14·5
1966	134	82	52	36·6	21·7	14·8
1967	129	82	47	32·1	20·5	11·6
1968	151	84	67	34·1	21·6	12·5
1966 1st quarter	145	93	52	38·9	24·5	14·4
2nd quarter	145	92	53	38·3	23·3	14·9
3rd quarter	136	84	52	37·1	21·4	15·7
4th quarter	110	58	52	31·9	17·6	14·3
1967 1st quarter	123	73	50	31·4	18·2	13·3
2nd quarter	130	82	48	31·6	20·0	11·6
3rd quarter	127	84	43	31·7	21·1	10·6
4th quarter	138	91	46	33·6	22·7	11·0
1968 1st quarter	145	85	59	33·6	21·8	11·8
2nd quarter	145	78	67	32·6	20·6	12·0
3rd quarter	155	85	70	33·5	21·1	12·3
4th quarter	161	90	72	36·7	22·9	13·8
1969 1st quarter	141	76	65	38·7	23·1	15·6
2nd quarter	144	73	71	39·2	22·6	16·6
1968 April	145	81	63	33·2	21·1	12·1
May	150	81	69	33·0	20·8	12·2
June	142	73	68	31·7	20·0	11·8
July	153	83	71	32·2	20·5	11·7
August	147	82	65	33·4	20·5	12·9
September	163	90	73	34·9	22·4	12·5
October	160	92	68	34·7	22·0	12·7
November	163	90	73	37·1	23·2	13·9
December	160	87	74	38·4	23·7	14·7
1969 January	160	90	70	43·5	26·2	17·3
February	144	78	66	40·2	23·8	16·3
March	119	59	59	32·4	19·3	13·1
April	141	74	67	40·0	23·5	16·5
May	141	67	74	37·9	21·4	16·5
June	149	77	72	39·7	23·0	16·7
June / August } Average	150	76	74	40·3	23·0	17·3
Average of: March-May, 1969	134	67	67	36·8	21·4	15·4
June-August	150	77	73	40·1	23·0	17·1
Percentage increase	*12*	*15*	*10*	*9*	*8*	*11*

It is difficult to be certain of the appropriate seasonal adjustment factors for the months of July and August separately. Figures for July and August combined are therefore shown in the table.

The recorded figures for August for both cars and commercial vehicles, and consequently the seasonally adjusted July/August figures, are depressed because of loss of production due to strikes in August.

SPOTLIGHT ON OVERSEAS TRADE



Selling to SWITZERLAND

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Exhibitions and Fairs

British Week Vienna opens on October 10

THE BRITISH WEEK in Vienna will be opened by HRH Princess Alexandra on Friday, October 10. A full report will be published in the *Board of Trade Journal* issue of October 22.

The British Week in Vienna will be the third to be held in an EFTA country – the first two having taken place at major cities in Denmark in 1964, and at Stockholm in 1968.

At least 1,500 British firms are participating in Vienna, and a full programme of supporting events has been arranged. Three art exhibitions in connection with the Week opened during September and are arousing great interest. One of these, an exhibition of the works of 12 British artists, has proved so successful that several items have already been sold and replacements ordered. The other two exhibitions which are already drawing the crowds are an exhibition of modern British paintings and a unique collection of British paintings of the 18th and 19th centuries.

Exhibitions of British books, sculpture, and Treasures of the City of London also opened this week.

Lord Mountbatten of Burma, who opened the Business Efficiency Exhibition at Olympia on September 29, was an interested visitor at the Block & Anderson stand. He is shown watching a demonstration of the Banda spirit duplicator used in conjunction with the Board of Trade recommendations for simplified export documentation. Left to right: Mr. W. T. B. Slingo, national reprographic sales manager, Block & Anderson; Lord Mountbatten; Mr. Graham Clifford; Mr. T. A. Thompson, sales director, Block & Anderson; Mr. Robert Hutton, Twinlock Ltd.

Four London Transport double-decker buses are seen leaving London for Vienna. They will be touring the city throughout British Week. The buses are decorated with posters advertising British goods, and will cover the route from Stephansplatz to the West Station Vienna. Throughout the week, passengers will be carried free of charge. One of the buses will be carrying advertisements for VAT 69 Scotch whisky, and the photograph shows Mr. A. B. Smith, export director of Wm. Sanderson & Son, distillers and blenders of VAT 69 Scotch Whisky, and Mr. G. A. J. Bevan, a director of Dorland Advertising Limited, at the London Transport depot shortly before departure. Very few products have the opportunity to capitalize on a brand name and the year, as is the case with VAT 69 and the year 1969, and Sanderson's distributors have used this as the theme for their sales and promotional activities during British Week.

An informal moment during the visit of Mr. Anthony Wedgwood Benn, Minister of Technology, at the International Foundry Trade Congress and associated exhibition in Belgrade. Left to right, HM Ambassador in Belgrade; Mr. S. Walker, Morganite International Ltd.; Mr. J. G. McDonnell, Morganite International, and Mr. Anthony Wedgwood Benn who is holding one of Morganite's products in his left hand – Triton Kaowool, a ceramic fibre.

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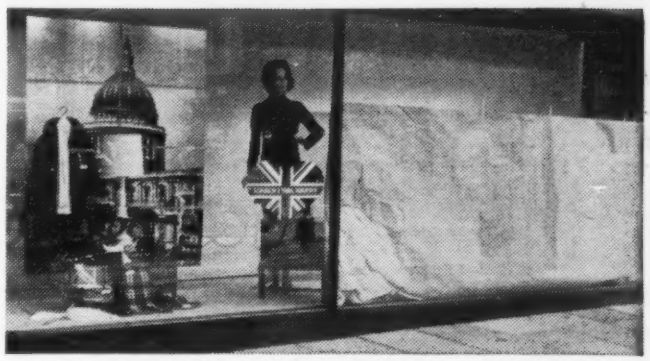
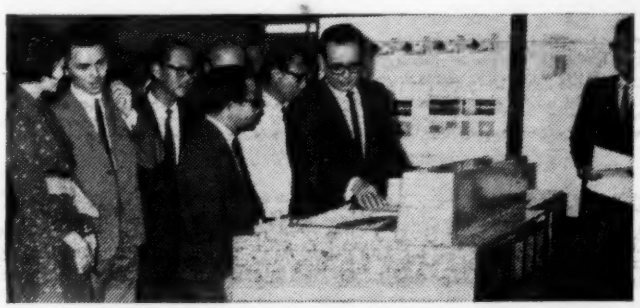


This picture shows the storm damage to Lundquist's windows during Gothenburg London Week, September 19-27. Lundquist & Co. are owned by Nordiska Kompaniet, the store which played a leading part in Stockholm British Week last year. The storm lasted only one day but did widespread damage. However, on their own initiative Gothenburg's Retail Association volunteered to keep their London Week going for three extra days. Extra Week buying for this promotion totalled £½ million and early indications are that retail sales during the week itself were well above average.



At the British Engineering Week in Singapore Dr. Toh Chin Chye, Minister for Science and Technology (centre foreground), visits the Rank Xerox stand. To his left is Mr. Whang Tar Liang, president of the Singapore Manufacturers' Association.

Mr. David Sankey (centre), marketing executive of G.K.N. Forgings Ltd., and Mr. Neville Jones (left), commercial manager of G.K.N. Castings Ltd., discuss business with a Dutch customer on the G.K.N. International stand at the Frankfurt Motor Show. The display of forged and cast automotive components by these two divisions of G.K.N. created considerable interest in the British section of the exhibition.

Design, delivery and price count at Paris chinaware show

by B. H. Wilcox, British Embassy, Paris

BRITAIN'S reputation as an exporter of high quality bone china, earthenware, glassware and silverware was well upheld by the leading manfacturers taking part in the Salon International des Industries et Arts du Feu, at the Porte de Versailles, Paris, on September 7-12. The firms participating in the joint venture, organized under the Board of Trade auspices, were as follows: Adams, Beswick, Copeland, Crown Staffordshire China, Doulton, Dunn, Bennett & Co. Ltd., Enoch Wedgwood (Tunstall) Ltd., Hawker Ltd., Minton Ltd., Myott Son & Co., Plant, Portmeirion Potteries Ltd., Webb Corbett, Josiah Wedgwood and Worcester Royal Porcelain.

Although most of our firms went to Paris this year thinking that their sales might well be adversely affected by the devaluation of the franc, which has made imports more expensive, and by the subsequent deflationary measures, they were relieved to find that the position was not as bad as feared and several were able to report sales well in advance of last year to customers both in France and in other European countries. The feeling was that buyers were anxious to place orders in the expectation of domestic prices rising. Pointing to the increasingly international character of the Salon, two manufacturers reported greater sales to buyers from outside France than in France itself.

The reaction to the devaluation of the franc varied from manufacturer to manufacturer. Firms with long delivery dates were inclined to maintain their Sterling prices and to allow their FOB prices in francs to rise by about 12 per cent despite the danger that an increase of this order could snowball to 20 per cent-25 per cent by the time that percentage increases had been added to cover import duties and TVA. Where delivery dates were easier, certain firms, in common with many German competitors, adjusted their FOB prices so as to ensure that the Franc equivalents did not rise more than 6 per cent-8 per cent. In about two cases, the importer was also prepared to sacrifice some profit margin in an attempt to stabilize Franc prices for the next three months or so, taking the longer term view that the general price level in France is bound to rise as the higher cost of imported raw materials begins to make itself felt.

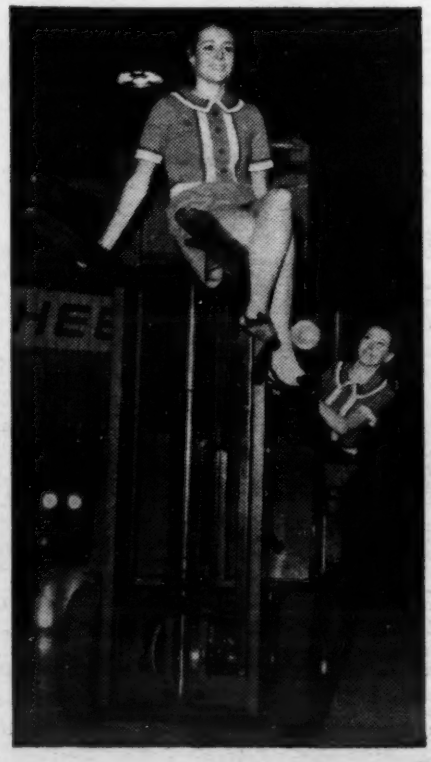
One of the most successful British firms at the Salon was Worcester Royal Porcelain, whose sales during the first two days exceeded the total achieved last year. Orders from outside France, from Switzerland, Germany, Holland, Belgium, Sweden and Tunisia alone, amounted to more than last year's total. Mr. R. A. A. Bullock, general sales manager, and Mrs. I. G. de Vere Weston, their popular European sales manager, attributed their success to good planning preceded by careful studies of French taste in chinaware. Once they had decided upon the patterns for France, they made every effort to speed up production in order to guarantee delivery within three to six months. In this, they were helped by having excellent agents. The Royal Worcester stand contained the largest display of any British manufactuer at the show, the range of products including several specimens of their ceramic figures which are prized as collectors' pieces. They have specially produced for this year's show an equestrian statuette of Napoleon I to mark the centenary anniversary of Napoleon's birth, which is this year being celebrated throughout France.

Another British manufacturer of high quality chinaware, who were pleased with their results, was Royal Doulton. Their designs were admirably adapted to French taste and production had been streamlined to ensure delivery dates of three to six months. Sales were reported to be well ahead of last year. Josiah Wedgwood, Adams, Myott and Enoch Wedgwood were also able to report increases in sales. Crown Staffordshire were pleased with the demand for their floral sprays. They were also having considerable success with their tea and coffee services helped by early delivery dates. In the silverware field, the Hawker agent was delighted with the quality of the goods and the way sales were going.

A notable success in the earthenware field has been achieved by Portmeirion with their 'period' mugs and unusual designs. Although they only entered the French market for the first time at last year's Salon, they are already well established with the leading French department store chains, where their products are very much in evidence at British store promotions.

The general view of British exporters is that success in the French chinaware market depends to a large extent on design, delivery and price. The French public particularly like bone china and earthenware in traditional British designs, which go well with a French décor. At the same time, a few firms seem to have been successful in interpreting classic French designs. British glassware also tends to sell best when it is of typical British design, the main obstacle here to larger sales being price.

The Salon organizers were at pains to point out that this year's attendance was 100 per cent ahead of last year. More actual orders were claimed to have been placed with exhibitors than was the case last year in an attempt to anticipate price increases. The Salon was very well presented and organized and the standard of the exhibits was high. Participation can be recommended next year to any British firms wishing to penetrate the French market for chinaware, earthenware, glassware or silverware.



INTERNATIONAL FREIGHT CONTAINER EXHIBITION

7,000 visitors, including representatives from 29 countries, attended the five-day International Freight Container & Container Handling Exhibition at Earls Court which ended on September 26. Picture on the left shows a fork lift truck on view at the show being successfully operated by Miss Friederike Clifton. Right, general view of some of the exhibits. A two-day conference held concurrently with the exhibition was opened by Mr. Anthony Wedgwood Benn, Minister of Technology, and attracted a daily attendance of 200.

Britain mounts successful showing at New Zealand Trade Fair

A report from the British High Commission, Auckland

THE GOVERNOR-GENERAL of New Zealand opened the first International Trade Fair to be held in Auckland, the commercial heart of the country, in August/September 1969.

The response from British firms during the period when exhibition space was being let was most encouraging and the British Pavilion, covering over 20,000 square feet, accounted for over 10 per cent of all the exhibition space available. Though the pavilion afforded facilities for only 48 individual stands, a total of 109 British firms were able to display their products and the reaction, both of local agents and all those principals (some 30 in number) who travelled from Britain for the occasion, was universally favourable.

Mr. Fred Mulley, Joint Minister of State, Foreign and Commonwealth Office, was guest of honour at a 'British Day' function, held in the British Pavilion on August 25. Over 750 guests were present for the occasion and speeches by Mr. Mulley and Mr. J. R. Marshall, Deputy Prime Minister of New Zealand, were colour-televised to all parts of the pavilion.

The total attendance at the International Trade Fair exceeded 250,000 of whom nearly 50,000 were in the category of trade buyers and were, therefore, the principal target for exhibitors.

Largely as a consequence of the import licensing system which restricts the import of consumer goods, the accent in the British Pavilion was predominantly on capital goods. In terms of business done the fair exceeded all expectations. Typical of what was achieved was the sale by one exhibitor of seven plug-board automatic lathes manufactured by Alfred Herbert Ltd. of Coventry, with a total value of some NZ$140,000. The one model on show was the first to be demonstrated in Australia and aroused the interest of buyers from the length of New Zealand. Indeed, it was particularly gratifying that so many of the trade visitors to the show had come from as far afield as Dunedin and Christchurch in the South Island. Virtually all the machine tools on display – and these were both numerous and varied – were sold within a week of the show opening and in many cases orders placed will ensure business for the best part of the year to come.

The British Pavilion was a happy combination of the functional and the eye-appealing and certainly one of the great attractions as far as the public were concerned was a demonstration by EMI of their colour TV system. Not only did the EMI stand demonstrate the superiority of their own kind of colour reception, but monitoring sets were placed throughout the British Pavilion at strategic points and live transmissions were a regular and day-long feature. At a time when New Zealand is considering the introduction of a second TV channel this first-class demonstration of British expertise in the colour television field was most timely and has unquestionably excited interest both with the public and with the NZBC, which should put British equipment in a favourable position when a decision is taken.

Although the accent, as mentioned earlier, was substantially on capital goods, considerable attention was attracted by the few stands displaying consumer goods. Cigarette lighters have recently been freed from import permit and Messrs. Ronson Products Ltd. mounted a display which had a considerable public appeal. It included a solid gold cigarette lighter for which a retail price in New Zealand of NZ$600 was quoted. This particular lighter received publicity both in the newspapers and on television and three or four firm orders for it were placed before the fair ended. Fine British china-ware was also well displayed and clearly had enormous appeal for the public as, in a lighter vein, did the products of one or two British toy manufacturers. 'Matchbox', Lego and Airfix products drew the crowds throughout the period of the fair.

A scale model of Captain Cook's ship 'Endeavour', built by craftsmen at the National Maritime Museum in Greenwich, was also a focus of attraction since the timing of the fair was roughly coincident with the Captain Cook Bi-Centenary celebrations taking place in New Zealand this year.

British joint venture at Stockholm floor fair

A report from the British Embassy, Stockholm

'GOLVEX' is the only Scandinavian trade exhibition for hard and soft floor coverings and was held in Stockholm from September 4 to 7. This exhibition has only been held twice before but is already recognized as an important event by carpet manufacturers and wholesalers alike.

As before, the exhibition was staged in Marmorhallarna – four centrally situated exhibition halls with a total floor space of 3,000 sq. metres – and flooring materials and allied products of all types were displayed by 67 Swedish and foreign firms.

Under the sponsorship of the Federation of British Carpet Manufacturers, and in collaboration with the Board of Trade, Britain mounted a national display for the first time this year. The British joint venture contingent consisted of 13 manufacturing firms and occupied no less than 680 sq. metres, although several more British manufacturers showed their products on the stands of their Swedish representatives in other parts of the exhibition.

The British stand was visited on the day of opening by HM Ambassador to Sweden, Sir Archibald Ross, and the Commercial Counsellor, Mr. K. E. Mackenzie.

The British exhibitors were in general agreement that 'Golvex' 69' was a very worthwhile event, and several have already reserved space at next year's exhibition.

A constant attraction at the New Zealand International Trade Fair was the EMI stand, where the company's colour TV system was demonstrated. Taking a close look at the equipment are Sir Arthur Porritt (centre), Governor-General of New Zealand, and (right) Mr. Fred Mulley, Joint Minister of State, Foreign and Commonwealth Office. On the left is Mr. J. Wilkins, EMI Electronics Ltd.

The British Ambassador in Sweden – Sir Archibald Ross – visited the Golvex 69 exhibition, Stockholm on the opening day. The Ambassador is seen here (second left) with John Hone, assistant export manager, Crossley Carpets, Henry Crossley, director Crossley Carpets Scandinavia A/S and Peter Palethorpe, assistant export manager, Gilt Edge Carpets Ltd.

Sound business at Vienna Trade Fair

A report from the British Embassy, Vienna

Part of the British Pavilion at the Vienna Autumn Trade Fair.

THE VIENNESE public, always willing to watch a good show, got good value for the cost of their entrance tickets to the 90th Vienna Trade Fair (September 7 to 14). In the form of a spectacular acquatic display in this year's British Pavilion. Literally thousands of spectators watched this speciality, where skin diving equipment was demonstrated by members of the Vienna Sub-Aqua Club in Shotline's 8 ft. deep by 15 ft. wide special display tank.

This display was the centre point of this year's British Pavilion. With the help of a demonstrative commentator, it served to promote the products exhibited in the pavilion and was the main feature of the television news coverage on the evening the fair opened.

The tremendous public response certainly benefited those members of the London Chamber of Commerce exhibiting consumer goods who made up one half of the pavilion. It certainly did not detract from the more quiet type of business done by the members of the Birmingham Engineering and Building Centre who made up the other half, and probably attracted a good number of serious business inquiries.

With only one or two exceptions all exhibitors were highly satisfied. Those already represented in the market were able to make contact with new customers and in some cases introduce their products to a new range of customers. An inflatable air house attracted tremendous public attention because of its novelty although this was not its purpose. Firm inquiries were recorded, however, from leading Viennese swimming pools and tennis courts and a wide range of Austrian industry who could use these inflatable airhouses as temporary warehouses or provisional factory extensions.

Although activity on the Birmingham side, which did not have immediate public appeal, was much quieter, all exhibitors achieved what they set out to do. Those seeking agents found a wide selection to chose from plus a good number of potential customers, and those with agents were able to consolidate their position in the market. One manufacturer of automatic vending machines already adapted for Austrian requirements received a firm inquiry for £40,000 worth if he can meet the customers detailed specifications.

Although this year the fair seemed more than usual to be an amusement fair of the traditional Austrian style, the British exhibitors can be well satisfied with the sound business done and potential business discussed. Outside the pavilion there were more British companies represented than from any other foreign country other than The Federal Republic of Germany and most seemed to be well satisfied with results.

General business activity reflected the continuing optimism on the economic growth which shows no sign of slowing down. There is no doubt that Austria is becoming an increasingly attractive market for British manufacturers, who are gradually taking more and more of the share of the market held by their other foreign competitors. Already in the first seven months of 1969 British exports to Austria reached £37.5 million (according to Board of Trade statistics), only £1 million less than the whole of 1967.

Over 54,000 visit Irish Food and Drink Fair

A report from the British Embassy, Dublin

THE IRISH International Food and Drink Fair was held in the Royal Dublin Society, Ballsbridge, Dublin, from August 30 to September 7. Following on the success of the first fair held in 1967, this year's event was on a larger scale with an extra hall, bringing the total area to over 30,000 sq. ft. Over 250 companies and organizations rented 57 stands and displayed products from 30 countries – over 3,000 individual items of food and over 500 varieties of drinks. There were eight national stands from Algeria, America, Australia, France, Germany, The Netherlands, Turkey and the United Kingdom. An additional feature of the fair this year was the successful introduction of a shop equipment show in an annex to the main hall.

Under a joint venture by the Board of Trade and the London Chamber of Commerce the products of nearly 30 British manufacturers were on show in an attractively designed British Hall with the London Chamber of Commerce manning an information desk and business lounge. British goods were also prominent elsewhere in the exhibition where a number of major United Kingdom foodstuff manufacturers exhibited in the names of Irish associates, subsidiaries or agents.

The fair was opened by Mr. Erskine Childers, Tanaiste (Deputy Prime Minister) and Minister for Health, who in welcoming exhibitors and visitors to the fair stressed the importance of the food and drink sector to the Irish economy and praised the efforts of the Irish Retail Grocery and Allied Trades Association (RGDATA), the sponsors of the fair. These efforts and those of Industrial Trade Fairs (Ireland) Ltd., the organizers, were amply rewarded when attendance at the fair surpassed 54,000 (including 14,000 classified as trade visitors).

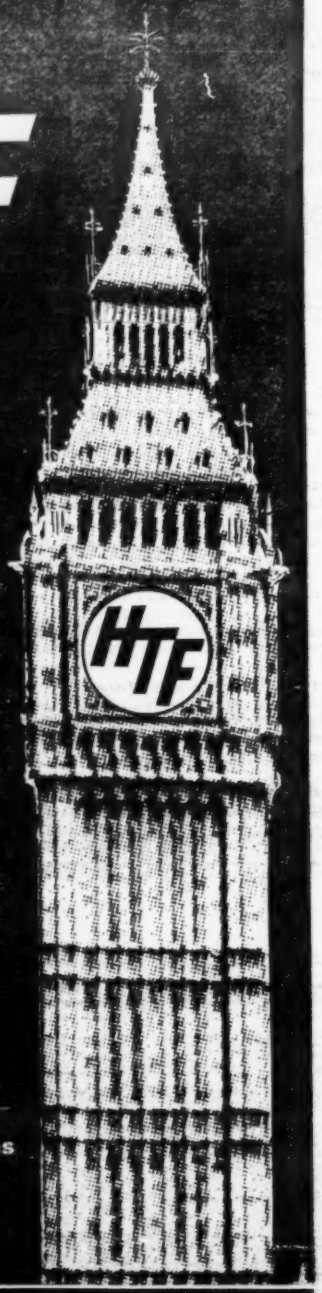
At the invitation of the British exhibitors, the British Ambassador, Sir Andrew Gilchrist, was 'at home' in the British lounge to visitors to the fair on the afternoon of September 5 and, with the assistance of Miss Ireland, Miss Hillary Clarke, presented hampers brimful with produce donated by the British exhibitors, to two delighted lady visitors. On September 4 the Embassy gave a reception on the stand to enable exhibitors to meet the press.

In 1968 about one-third of the £69 million of Irish imports of 'live animals, food and food preparations' were purchased from Britain. Four-fifths of the £164 million of Irish exports in this category went to the United Kingdom. If the enthusiasm with which visitors went about their sampling of goods displayed on the British stand is anything to judge by there is no reason why our export performance should not be substantially improved upon. Biscuits and bread, cookies and crackers, liquorice allsorts and liqueur jams, malt and meringues, nougat and nuts, pastes and pâtés, sardines and sweets – all were devoured with such gusto that exhibitors were frantically searching for fresh supplies long before the fair closed. One exhibitor claimed to have opened over 60 new accounts; another to have won firm orders for over £5,000 worth of goods; another to have agreed to carry out surveys for 22 Irish establishments with a view to installing his equipment. All expressed considerable satisfaction with the results of their attendance. It is to be hoped that even more British exporters will be encouraged to take advantage of the next fair in 1971 to enlarge their share of the Irish Republic's extensive and expanding market for foodstuffs and beverages.

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages I-VIII of October 1 issue.

Come to the HTF



In January 1970 the International Hardware Trades Fair will be held at Olympia London for the 16th consecutive year. Established as one of the World's great trade fairs, the HTF provides an unrivalled market place for all those engaged in the hardware trade. Hand tools, Housewares, Ironmongery, Hardware, everything involved in equipping and maintaining home and garden are included in the 30,000 products exhibited by manufacturers from 80 different countries. If you are in hardware join the 40,000 buyers who will visit the 1970 HTF. There you will find the goods and make the commercial connections vital to the expansion of your own business.

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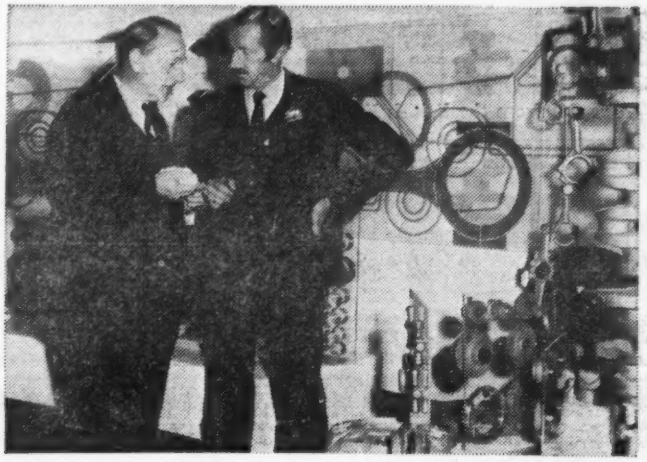
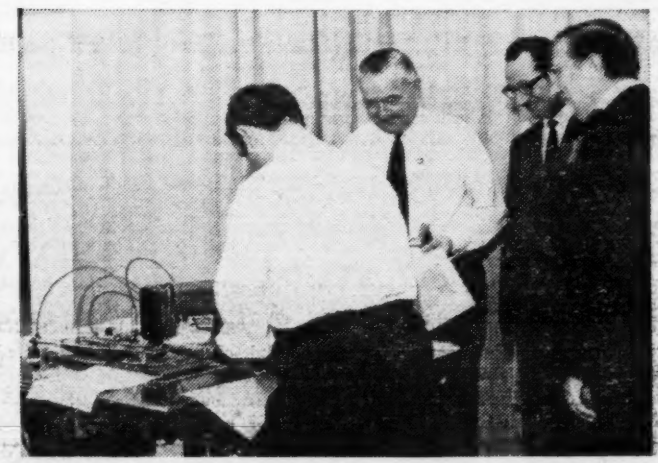


Sir Roger Jackling (left), British Ambassador to the German Federal Republic, visited the GKN International stand on the opening day of the Frankfurt Motor Show. Picture shows Sir Roger talking to Mr. H. Van Gorkum, one of GKN's export managers for Western Europe.

Part of the British section at the Chicago Marine Trades Exhibit.



Mr. Clifford Brooke, managing director of W. J. Clarkson Ltd., Leeds (second from left), with two American buyers watching a demonstration of the 'Clarbro' patch pocket stitcher which aroused considerable interest at the Bobbin Show in Atlanta, Georgia.

Mr. Wedgwood Benn to open conference and exhibition on information for management

'MANAGEMENT DECISION through Information' is the title of a conference, jointly sponsored by the Ministry of Technology and the Thomson Organisation Limited, which will take place in Imperial College, London, on December 16 and 17. The conference is intended to demonstrate to senior managers in industry, commerce and government how it is possible to bridge the gap that sometimes exists between management decision processes and the information supply on which they ought to be based.

People attending the conference will be able to follow up the latest developments in information, an examination of the major vices in the accompanying 'Inforfair' exhibition which will be staged in the same building beside the conference hall.

The conference will consist of four sessions (morning and afternoon of each day) in which 14 speakers will deal with aspects of information requirement, storage, retrieval and usage for management and executive purposes. The format planned consists of a scene-setting, a discussion of management problems needing information, an examination of the major technologies involved, and a review of some of the types of information services available.

Under the first heading, Mr. Anthony Wedgwood Benn, Minister of Technology, and Lord Thomson – the heads of the two sponsoring organizations – will open the conference. Mr. David Nicholson, chairman of BTR Industries Ltd., will give the conference keynote speech.

The area of management problems needing information will be covered by four speakers: Mr. Alastair Down, a deputy chairman of BP, who will deal with the relevance of information to Corporate and Strategic Planning; Mr. Freddie Page, chairman and managing director of the Preston Division of BAC, will discuss information needs in R & D and Production; Mr. Maurice Zinkin, head of Unilever's Economics and Statistics Department, will describe the sort of information supply which is cardinal to marketing activity; and Mr. John Barber, director of finance and planning of British Leyland, will discuss the information requirements of financial planning.

Technological services

Speaking on technological services, Mr. Norman Fisher, chairman of Butterworths and chairman of the Printing and Publishing Industrial Training Board, will discuss the printed word; Mr. David Rowse, managing director of Technical Indexes Ltd., will review microform techniques, and Mr. Peter Hall, executive director of ICL, will deal with computer technology in this field.

The sessions on the second day will be devoted to a discussion of some of the external information services available to management. One aim will be to try and bring about a greater utilization and fuller understanding of the resources which are now available to industry through the Government Statistical services. Professor Claus Moser, the director of the Central Statistical Office, will outline some of the steps currently being taken to improve information dissemination procedures, including the setting up of a national business data bank for interrogation by individual firms.

Following Professor Moser's talk there will be an open discussion, led by Mr. Ian Maclean, a past chairman of the Industrial Market Research Association, on the problems existing between the CSO and industry.

The remaining speakers on external information services will provide illustrations of the kinds of information facility which are now available. Mr. W. C. Dunlop, director and chief executive of International Data Highways Ltd., will talk in particular about the SCAN service of financial information; Mr. Monty Hyams, chairman of Derwent Publications Ltd., will speak on international scientific abstract and patent information systems, and Mr. Douglas Brown, technical director of Audits of Great Britain Ltd., will discuss the consumer research techniques available for management decision.

The proceedings of the second day will be summed up and commented on by Mr. A. M. Alfred, planning director of BPC. This will be followed by an open discussion. Finally the whole conference will be summed up by Mr. Harry Henry, deputy managing director of the Thomson Organisation Ltd.

Inquiries for further information on the conference should be made to the Conference Secretary, 'Inforfair,' 3 Clements Inn, London, W.C.2 (Tel. 01-242 1200).

The exhibition

The exhibition 'Inforfair' will be held in the Great Hall of Imperial College (adjacent to the Conference Hall) on December 16 (9 a.m. to 6.30 p.m.), December 17 (9 a.m. to 6.30 p.m.) and December 18 (10 a.m. to 5 p.m.). It will display a wide range of information systems and services including communications, information storage, computers, addressing systems, consultancy services, stationery, visual aids and scientific information. Some 30 companies will be exhibiting, occupying about 4,500 sq. ft. of display space.

British boating industry in Chicago

A report from the British Consulate-General, Chicago

FOR THE THIRD consecutive year British boatbuilders and marine equipment makers showed at the Marine Trades Exhibit held in Chicago's International Amphitheatre from September 18-21. There were fourteen British exhibitors taking part in a joint venture organized by the Ship and Boat Builders National Federation and the Board of Trade. About 25,000 buyers, from all parts of the United States and many from Canada, attended. This was entirely a trade show and the public were not admitted.

This annual exhibition of recreational boats and marine equipment remains the largest trade show of its kind, and the 1969 event was the largest boat show ever staged anywhere. More than a thousand boats, plus dozens of power plants and many ranges of marine equipment, were shown by the 360 exhibitors, using all seven halls of the International Amphitheatre and overflowing into the parking lot outside, a total of 580,000 square feet of floor space in all.

Naturally, the American manufacturers continued to dominate the show. Motor boats, houseboats, marine engines and boat motors were as prominent as ever. Houseboats were in even greater profusion than in 1968. Interest in sailing seemed to be on the increase, however, judging by the greater number of sailboats and sailboards at the show than in previous years. There were also more inflatable boats. As well as a great range of marine hardware, trailers, yachting gear, safety equipment, paints and boating supplies, there were several exhibits of snomobiles – winter sales items for boat dealers – including some with add-on hulls to make them usable for boating. Novelties also on the boarder-line of recreational boating were several 'all terrain vehicles', or ATV's as they are called for short.

The British joint venture exhibits made a brave and colourful show. The stand again divided into two parts, showed sailing cruisers, sailboats including a lugger and a fisher, boats, unsinkable motor boats, inflatable boats, masts and fittings, navigational aids, rescue gear, pumps, waterproof clothing and chandlery. Most of the exhibitors were following through their previous efforts in the great North American market.

'Come to Britain' theme for Lord Mayor's Show

'COME TO BRITAIN' will be the theme of the Lord Mayor's Show in the City of London on November 8. The theme has been chosen by Sir Ian Bowater, the next Lord Mayor of London, who, among other business interests, is chairman of Bowater Hotels Ltd.

The show – which promises to be among the most spectacular and colourful ever – is being sponsored by the British Travel Association in co-operation with London Tourist Board.

A British Travel Association spokesman said that each year the Lord Mayor's Show told the story of one of the great trades or industries upon which Britain relied for her prosperity. Tourism had been chosen as the theme of the 1969 show because it was now one of Britain's top foreign-currency earning trades. 'The BTA estimates that more than five million overseas visitors will have come to Britain in 1969 and that earnings from these travellers, including fares paid by them to British air and shipping lines, will be in the region of £450 million,' he said. 'Tourism is now Britain's fourth largest export trade and, at the current rate of growth, both the annual numbers of visitors and tourist earnings are expected to double within the next 10 years.'

Princess Margaret visits British Pavilion at Expo 70

HRH PRINCESS MARGARET and Lord Snowdon, who visited Japan for British Week in Tokyo, took the opportunity to look round the British Pavilion at Expo 70, Japan's World Exposition due to open at Osaka on March 15 next year.

The British Pavilion, which the Central Office of Information is producing and managing on behalf of the Foreign and Commonwealth Office, is the first national pavilion to be structurally completed of the 76 countries participating. It was handed over to Sir Fife Clark, director general of the COI, on September 25 – one day ahead of schedule.

The pavilion is suspended from four giant steel masts so that the building becomes a huge canopy floating over an open air concourse. It has four separate exhibition halls linked by bridges and suspended under a single roof deck. The masts rising to more than 110 feet will be a distinctive landmark.

Two British contractors have now started the installation of the interior displays, and Sir John Figgess, British Commissioner General for Expo 70, opened Britain's Expo office in the pavilion on September 29.

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

United Kingdom and Rumania

NEGOTIATIONS TO DECIDE quota levels for United Kingdom trade with Rumania during the quota year beginning October 1, 1969, the second year of the 1968-73 five-year Trade Arrangement were concluded in Bucharest on September 26, 1969. Details of the new quota levels are given below.

Britain's exports to Rumania are currently running at an annual rate of £30 million, imports from Rumania at £27 million.

The list of Rumanian goods subject to quota restriction on entering the United Kingdom has been considerably reduced as a result of the extension of liberalization to Rumania in May. Over 85 per cent of Rumanian exports to the United Kingdom now enjoy access under Open Individual Licence and Open General Licence arrangements.

United Kingdom exports to Rumania are likely to continue to be mainly in the field of machinery and equipment.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7878, Ext. 2266 or 2267).

Rumanian goods for import into the United Kingdom

Item No.	Description	Value (£'000) or Quantity
1	Pork meat, including offals and organs	p.m.
2	Bacon	1,500 tons (a)
3	Canned pigmeat (other than ham and pork loin)	100
4	Canned ham	150
5	Pork sausages (including canned)	40
6	Game	p.m.
7	Poultry	p.m.
8	Fully cooked poultry (including canned boneless poultry)	30
9	Fresh vegetables, not elsewhere specified, being asparagus; beans, green; beetroot; broccoli and cauliflowers; brussels sprouts; carrots; celery; cucumbers (other than gherkins); herbs; lettuce and endive; mushrooms; peas, green; potatoes; radishes; spinach; turnips	1,000 tons
10	Onions and shallots (*of which* not more than 1,000 tons of onions to be imported between August 1 and November 30)	1,500 tons
11	Fresh tomatoes (*of which* not more than 150 tons to be imported between May 1 and October 31)	2,000 tons
12	Dehydrated and dried vegetables, not elsewhere specified, being asparagus; beans, green; beetroot; broccoli and cauliflowers; brussels sprouts; carrots; celery; cucumbers (other than gherkins); herbs lettuce and endive; mushrooms; onions (dry bulb) and shallots; peas, green; ra lishes; rhubarb; spinach, turnips	500
13	Dehydrated and dried potatoes	25
14	Frozen vegetables; being any of the vegetables specified in Quotas 12 and 13	85 tons
15	Canned vegetables, being any of the vegetables specified in Quotas 12 and 13	250
16	Onions, pickled or in brine	80
17	Fresh fruits, being apples; cherries; currants; gooseberries; loganberries; pears; plums; raspberries; strawberries (*of which* not more than 60 tons for apples and pears, *of which* not more than 15 tons to be imported between July 1 and December 31)	750 tons
18	Dried fruit, being any of the fruits specified in Quota 17	50
19	Frozen fruit, being any of the fruits specified in Quota 17 (*of which* not more than 50 tons for blackcurrants, 50 tons for raspberries and 50 tons for strawberries)	200 tons
20	Pulp and fruit puree of any of the fruits specified in Quota 17 (*of which* not more than 50 tons for strawberry, 50 tons for raspberry and 100 tons for blackcurrant)	2,200 tons
21	Juices and syrups of apples, blackcurrants and pears	70
22	Canned fruit being of any of the fruits specified in Quota 17 (*of which* not more than £15,000 for strawberry and raspberry and £5,000 for blackcurrant)	250
23	Jams and jellies of apple; cherry; currant; gooseberry; loganberry; pear; plum; raspberry; strawberry (*of which* not more than 800 tons for strawberry; raspberry and blackcurrant)	2,500 tons
24	Butter	2,020 tons (a)
25	Crawfish tail, frozen or in brine	20
26	Cheese	125
27	Transistorized radio receivers, television receivers and radiograms	200
28	Electronic valves, tubes and semi-conductors	75
29	Bicycles and parts	5
30	Mechanically drawn window glass of 3 mm. nominal thickness and less	50
31	Tableware of china, porcelain or earthenware	75
32	Christmas tree decorations of glass	10
33	Man-made fibres, subject to type	180
34	Cotton and man-made fibre fabrics (*of which* not more than £30,000 for cotton)	210
35	Silk fabrics	15
36	Hosiery and knitwear (other than gloves)	900
37	Leather gloves	27·5
38	Other clothing excluding clothing wholly or mainly of lace or lace net (*of which* not more than £73,000 for cotton clothing)	700
39	Linen tea towels and towelling	20,000 sq. yds
40	Manufactures of linen, other than tea towels and towelling not elsewhere specified	8
41	Manufactures of hemp	15
42	Blankets of man-made fibre and cotton, containing not less than 85% by weight of man-made fibre and blankets of man-made fibre and wool containing not less than 60% by weight of man-made fibre	50
43	Toys and games, other than plastic toys	70
44	Textile handicrafts (other than clothing)	20
45	Matches	10
46	Household articles, enamelled holloware and cutlery (*of which* not more than £15,000 for enamelled holloware)	100
47	Miscellaneous goods	145

p.m. = pro memoria.
(a) Period April 1, 1969 to March 31, 1970.

United Kingdom goods for import into Rumania

Item No.	Description	Value £'000 or Quantity
1	Livestock for breeding	65
2	Animal feeding stuff	1,000
3	Miscellaneous agricultural and food products of United Kingdom origin or manufacture, including but not limited to dairy products, including nisin, pectin, cereal breakfast foods, fish of all descriptions, cod liver oil, vegetable oils, coffee extracts and essences, chocolate and sugar confectionery	150
4	Whisky and other potable spirits	50
5	Wool tops, noils and waste	1,200
6	Essential oils and flavouring essences	10
7	Toilet preparations and aromatic materials	5
8	Pharmaceutical chemicals and goods	200
9	Chemicals, other than pharmaceutical chemicals and goods, not elsewhere specified	2,300
10	Leather and dressed furs and manufactures thereof (other than clothing)	20
11	Rubber products; including but not limited to tyres and tubes, covered and uncovered rubber thread, synthetic rubber, and surgical rubber goods	250
12	Veneers of exotic wood	10
13	Wool yarns	20
14	Woollen piece-goods	100
15	Cotton yarns and cotton and man-made fibre piece-goods	50
16	Man-made fibres	600
17	Man-made fibre yarns and threads, including non-tarnishing metallic yarns	75
18	Linen and silk yarns and threads and manufactures thereof	5
19	Lace and lace net	10
20	Leathercloth and table oil baize	p.m.
21	Cordage, cables, ropes and twine	20
22	Tyre cord and tyre cord fabric	100
23	Refractory materials, not elsewhere specified, including refractory construction materials, crucibles and crucible furnaces	150
24	Electric carbons	75
25	Asbestos manufactures (excluding asbestos cement goods and brake and clutch linings)	120
26	Abrasives of all kinds, including those for glass grinding	50
27	Aluminium foil	10
28	Semi-fabricated non-ferrous metals, not elsewhere specified, including aluminium blocks	200
29	Ferro-alloys	400
30	Safety razors and safety razor blades	70
31	Resistance welding and brazing alloys	30
32	Engineer's small tools, portable power tools and hand tools	85
33	Factories, plant and machinery for the chemical, pulp and paper industries	2,500
34	Factories, plant and machinery for the light industries (textiles, shoe, glass, etc.)	1,500
35	Factories, plant and machinery for the machine building industry	2,000
36	Factories, plant and machinery for the food industry	500
37	Factories, plant and machinery for the building material and mining industries	1,000
38	Factories, plant and machinery for the woodworking industry	500
39	Factories, plant and machinery not elsewhere specified	1,500
40	Irrigation equipment	p.m.
41	Iron and steel (including pipes and tubes, plates, sheet, tinplate, reinforcing bars, drawn high-speed steel, soft black steel wire, cold rolled strip)	2,500
42	Internal combustion engines (excluding those for motor vehicles), engine driven generating sets, pumps and compressors and valves therefor	400
43	Agricultural machinery, including tractors and horticultural machinery and dairy machinery	350
44	Radar, radio and television apparatus, including valves and components, and tape recording equipment	500
45	Electric cables, wires, strips and strands	300
46	Electric railway locomotives	p.m.
47	Motor cars, industrial and commercial vehicles (including automotive cranes) and automotive internal combustion engines and parts and accessories therefor	400

Item No.	Description	Value (£'000) or quantity
48	Aircraft, aero-engines and aircraft equipment	p.m.
49	Clothing (including knitwear), headgear and footwear	40
50	Scientific and industrial instruments, gauges and measuring instruments, industrial electronic equipment and components, opthalmic and cinematographic equipment, medical, electromedical, X-ray, surgical, dental and veterinary instruments, equipment and appliances and other dental goods (including artificial teeth), and hearing aids	675
51	Technical and scientific photographic materials and chemicals	20
52	Exposed cinematographic film	30
53	Books and periodicals	100
54	High purity metals and spectrographically standardized substances	20
55	China clay	150
56	Paper, paperboard and manufactures thereof	150
57	Fire fighting appliances	40
58	Small equipment and fittings for marine use (including marine signals and distress equipment)	100
59	Miscellaneous goods	1,700

p.m. = pro memoria

United Kingdom aid to developing countries

CURRENT LOANS made by the United Kingdom and administered by the Ministry of Overseas Development, which are tied to the supply of British goods and services, are listed below.

As a general guide to firms, those loans which are totally committed to the payment of agreed contracts or do not represent any export opportunities have been marked *.

Inquiries arising from this notice should be addressed to Export Policy and Promotion Division, Board of Trade, Room 403, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2364).

	Country	Amount of loan £ million	Title and purpose
1	Afghanistan*	0.2	*UK/Afghanistan Loan, 1966.* For commercial vehicles and spare parts (1968-85).
2	Bolivia (through Inter-American Development Bank)	1.7	For on-lending to a public corporation for a telecommunications project.
3	Cambodia	0-420	*UK/Cambodia (Prek Thnot) Loan, 1969.* British goods and services for the Prek Thnot grower and irrigation project (1971-94).
4	Cameroon*	0.35	*UK/Cameroon Loan, 1967.* Towards the cost of the modernization of the Cameroon telecommunications system. (1970-92).
5	Ceylon (I)*	2.0	*UK/Ceylon Loan No. 2, 1967.* For purchase of an agreed list of supplies and equipment (1970-92).
6	Ceylon (II)*	1.57	*UK/Ceylon Loan No. 1, 1968.* For purchase the of an agreed list of supplies and equipment (1972-93).
7	Ceylon (III)*	2.5	*UK/Ceylon Loan No. 2, 1968.* For the purchase of an agreed list of supplies and equipment (1972/93).
8	Ceylon (IV)	4.0	*UK/Ceylon Loan No. 1, 1969.* For the purchase of goods and services in Britain.
9	Chile (I)*	0.075	*UK/Chile Loan, 1969.* Towards the cost of a nuclear research reactor (1974-83).
10	Chile (II)	0.75	*UK/Chile Loan No. 2, 1969.* Towards the cost of development of the Cap Steelworks (1974-83).
11	Chile (III) (through Inter-American Development Bank)	0.358	For on-lending to the Private sector for the purchase of British goods (1972-82).
12	Gambia (I)*	3.2	*UK/Gambia Loan, 1967.* For goods and services connected with agreed development projects (1969-92).
13	Gambia (II)*	0.1	*UK/Trans-Gambia Highway Ferry Loan, 1968.* For the purposes of improvement to the Trans-Gambia Highway Ferry including the provision of a new ferry boat (1970-93).
14	Ghana (I)*	4.8	*UK/Ghana Loan, 1968.* For the purchase of certain goods and services, and towards the cost of certain development projects (1973-92).
15	Ghana (II)*	3.65	*UK/Ghana Loan, 1969.* For the purchase of goods and services from Britain.
16	Guyana (I)	2.0	*UK/Guyana Loan No. 2, 1968.* For the purpose of assisting in financing certain projects in Guyana's current development programme (1970-93).
17	Guyana (II)	1.250	*UK/Guyana Development Loan, 1969/71.* For the purpose of assisting in financing certain projects in Guyana's current development programme.
18	Guyana (III)	3.0	*UK/Guyana Sea Defence Loan, 1969.*
19	India (I)*	4.0	*UK/India Non-Project Loan, 1965.* The third 'Kipping' Loan – spares and equipment for the metal-using industries (1973-90).
20	India (II)*	7.5	*UK/India (Food Emergency Loan) 1966.* Costs of shipping wheat and food supplies from other Commonwealth countries. Provision of essential equipment (1973-91).
21	India (III)*	4.833	*UK/India (Bhopal) Loan, 1966.* For equipment for the Bhopal Heavy Electricity Plant (1973-91).
22	India (IV)*	0.167	*UK/India (Sindri) Loan, 1966.* For equipment for a Sindri fertilizer plant (1973/91).
23	India (V)	4.0	*UK/India Non-Project Loan, 1966.* The 4th 'Kipping' Loan (as for (2) above) (1973-91).
24	India (VI)	3.0	*The 2nd UK/India (Bhopal) Loan, 1966.* (As for (4) above (1973-91).
25	India (VII)	7.0	*UK/India Non-Project Loan, 1967.* For purchase of goods and services from Britain. (1974-92).
26	India (VIII)	7.0	*UK/India Non-Project Loan, 1968.* For the purchase of British goods, maintenance and services.
27	India (IX)	1.0	*UK/India ICICI Loan, 1968.* For the purchase of British goods and services required in connection with projects financed by ICICI
28	India (X)	8.5	*UK/India Capital Investment Loan, 1968.* For the purchase of Capital Investment goods by the Private and Public Sector: £5 million for the Private Sector. £3 million for the Public Sector. £0·5 million for the Small Scale Sector.
29	India (XI)*	2.0	*UK/India Mixed Project Loan, 1968* For the purchase of British goods and services for an agreed list of projects.
30	Indonesia (I)	0.5	*UK/Indonesia Loan, 1967.* For the purchase of British goods and services (1975-92).
31	Indonesia (II)	0.8	*UK/Indonesia Loan No. 2 (B.E. 1968).* (As (1)) (1975-92).
32	Indonesia (III)*	0.215	*UK/Indonesia (Project) Loan, 1969.* For the purchase of 10 Tiger Cub Leyland Buses and spare parts.
33	Indonesia (IV)	0.250	*UK/Indonesia Loan No. 2, 1969.* For the purchase of British goods and services.
34	Indonesia (V)	0.750	*UK/Indonesia Loan No. 3, 1969.* As above.
35	Indonesia (VI)	0.500	*UK/Indonesia Loan No. 4, 1969.* As above.
36	Iran*	4.0	*UK/Iran Credit Agreement, 1964.* For goods and services connected with agreed development projects.
37	Kenya (I)*	0.805	*UK/Kenya Loan No. 2, 1965/66.* For goods and services connected with agreed development projects.
38	Kenya (II)	18.0	*UK/Kenya Loan No. 3, 1966.* For British and East African goods and services connected with agreed development projects and for land transfer.
39	Malawi (I)*	7.0	*UK/Malawi Loan, 1966.* For British and Malawi goods and services connected with agreed development projects.
40	Malawi (II)*	0.209	*UK/Malawi (Supplementary to 1966 Loan) Loan, 1968.* Additional to UK/Malawi Loan 1966, and for same purposes (1970-93).
41	Malawi (III)	5.0	*UK/Malawi Loan, 1969/70.* For British goods and services connected with agreed development projects.
42	Malaysia	25.0	*UK/Malaysia Aid Grant and Loan, 1968.* For the purpose of development (1979-95).
43	Mauritius*	1.4	*UK/Mauritius No. 2 Loan, 1968.* Towards the cost of certain development projects.
44	Nigeria (I)	10.5	*UK/Nigeria Telecommunications (Phase III) Loan, 1968.* Towards Phase III of Nigerian Government's scheme for the expansion and modernization of the telecommunications system (1969-93).
45	Nigeria (II)*	1.0	*UK/Nigeria Loan, 1969.* Agreed list of goods and services (1969-93).
46	Nigeria (III)	0.1	*UK/Nigeria Reconstruction Grant, 1968.* For purchase in UK of goods and services needed for repairs to roads, bridges, other means of transport and communications.
47	Pakistan (I)*	4.0	*UK/Pakistan Loan, 1966.* Agreed list of supplies and equipment (1973-90).
48	Pakistan (II)*	5.8	*UK/Pakistan (Railway Electrification) Loan, 1966.* Towards the electrification of the Pakistan Western Railway between Khanewal and Lahore (1974-93).
49	Pakistan (III)*	3.617	*UK/Pakistan Loan No. 2, 1966.* For jute mill machinery, plus small allocations to IDBP and carriage and wagon shop, Hyderabad (1974-91).
50	Pakistan (IV)*	4.0	*UK/Pakistan Loan No. 3, 1966.* Agreed list of supplies and equipment (1974-91).
51	Pakistan (V)	2.138	*UK/Pakistan Loan No. 1, 1967.* Jute mill machinery and a small allocation for telegraph and telecommunications department (1974-92).
52	Pakistan (VI)*	4.3	*UK/Pakistan Loan No. 2, 1967.* Agreed list of supplies and equipment (1974-92).
53	Pakistan (VII)	2.1	*UK/Pakistan Loan No. 3, 1967.* For the purchase of Jute mill machinery (1974-92).
54	Pakistan (VIII)*	4.5	*UK/Pakistan Loan No. 1, 1969.* Agreed list of supplies and equipment (1976-93).
55	Pakistan (IX)	1.5	*UK/Pakistan (Tarbela No. 1) Loan, 1969.* Contribution to Tarbela Development Fund agreement (1976-94).
56	Pakistan (X)	1.0	*UK/Pakistan Mixed Project Loan, 1969.* For the purchase of British goods and services for projects to be agreed (1976-94).
57	Peru* (through Inter-American Development Bank)	0.359	For on-lending to the private sector for the purchase of British goods (1972-86).
58	Sierra Leone	0.56	*UK/Sierra Leone Loan, 1968.* For the purchase of certain goods and services in the UK towards the cost of certain development projects (1970-93).
59	Singapore	50.0	*UK/Singapore Aid Grant and Loan, 1968.* For the purposes of development (1978-95).
60	Turkey (I)*	3.0	*UK/Turkey Loan, 1966.* For general purchases from Britain (1969-91).
61	Turkey (II)*	2.5	*UK/Turkey Loan, 1967.* For general purchase of capital goods from Britain (1969-92).
62	Turkey (III)*	1.0	*UK/Turkey Loan No. 1, 1968.* Towards the purchase of 300 Leyland buses and spare parts (1970-93).
63	Turkey (IV)*	2.5	*UK/Turkey Loan No. 2, 1968.* For general purchases from Britain (1970-93).
64	Turkey (V)*	1.586	*UK/Turkey (Steel Pipe Plant) Loan No. 3, 1968.* To establish a Seamless Steel Pipe Plant at Kirkkale (1970-93).
65	Turkey (VI)*	0.275	*UK/Turkey (Bosphorus Bridge Consultancy) Loan No. 4, 1968.* For design services and supervision of the erection of a bridge across the Bosphorus (1970-93).
66	Turkey (VII)*	1.0	*UK/Turkey Loan No. 5, 1968.* For general purchases from Britain (1971-93).
67	Turkey (VIII)*	2.5	*UK/Turkey Loan No. 1, 1969.* British goods and services.
68	Uganda (I)*	2.337	*UK/Uganda Loan No. 2, 1966.* For goods and services connected with agreed development projects (1969-90).
69	Uganda (II)	6.5	*UK/Uganda Loan, 1968.* For the purpose of certain development projects (1971-93).

ANGLO-PERUVIAN TRADE BULLETIN

A regular monthly printed commercial bulletin is now being produced under the joint auspices of HM Embassy and the Peruvian British Trade Centre. The bulletin is distributed free. Firms in Britain who may have interests in the Peruvian market are invited to advertise in this bulletin, Details, Embajada Britanica, Casilla 854, Lima,

Opportunities for exporters—calls for tender

Brief details are given below of some Calls for Tender reported in recent issues of the **Export Service Bulletin.**† *Copies of the Bulletins, which contained the original notices, and photo-copies of drawings, specifications (where available) may be purchased by British firms.*

Orders for Bulletins (2s. each) and specifications, etc. (the price of these varies – see individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

The date given in the announcement is the last date for the receipt of bids.

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H19, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone:* 01-248 5757, *Extns.* 404, 7003 *and* 406 *(Deposit Accounts), Telex:* 886143, *Answer Back BOTHILLGATE LDN. Telegram: EXSERBRA).*

AUSTRALIA

Bulletin 187/69

NORTHERN ELECTRIC AUTHORITY OF QUEENSLAND:
*53s. **Insulator and Conductor.** October 29. E.S.B. 39684/69/J.

COMMISSIONER FOR RAILWAYS DEPARTMENT OF RAILWAYS:
*227s. **Locomotives.** November 5. E.S.B. 39000/69/J.

STATE ELECTRICITY COMMISSION:
*27s. **Automatic Telephone Exchange.** October 27. E.S.B. 39752/69/J.

NORTHERN ELECTRIC AUTHORITY:
*35s. **Steel Conductor.** (Further Information.) E.S.B. 39698/69/J.

RAILWAYS ADMINISTRATIVE OFFICES:
Automatic Power Signalling Equipment. October 29. E.S.B. 39753/69/J.

NORTHERN ELECTRIC AUTHORITY OF QUEENSLAND:
*36s. **Conductor.** October 29. E.S.B. 39697/69/J.

Bulletin 188/69

MELBOURNE AND METROPOLITAN BOARD OF WORKS:
*28s. **Pumping Units.** (Further Information.) E.S.B. 38952/69/J.

STATE TENDER BOARD:
Locomotives. October 23. E.S.B. 39685/69/J.

COMMONWEALTH SCIENTIFIC AND INDUSTRIAL RESEARCH ORGANIZATION:
*12s. **Data Logging Equipment.** (Further Information.) E.S.B. 38954/69/J.
*7s. **Computer.** (Further Information.) E.S.B. 38955/69/J.
*4s. **Preparative Ultracentrifuge.** (Further Information.) E.S.B. 38953/69/J.

Bulletin 189/69

NATURAL GAS PIPELINES AUTHORITY:
*97s. **Communication System.** November 28. E.S.B. 40026/69/J.

RAILWAYS ADMINISTRATIVE OFFICES:
*52s. **Automatic Power Signalling Equipment.** (Further Information.) E.S.B. 39753/69/J.

CHIEF PURCHASING OFFICES:
*7s. **Crockery.** October 21. E.S.B. 40266/69/J.

TOWNSVILLE REGIONAL ELECTRICITY BOARD:
*Insulated Pressure Cable. Closing date postponed to November 12. E.S.B. 31977/69/J.

BELGIUM

Bulletin 191/69

FORCES ARMEES, BRUSSELS:
Tinned Sardines in Oil. October 28. E.S.B. 40670/69/J.

BURMA

Bulletin 187/69

UNION OF BURMA RAILWAY BOARD:
3*s. **Electrcal Equipment.** November 28. E.S.B. 40031/69/J.

PUBLIC WORKS CORPORATION:
*11s. **Glass Sheets.** November 14. E.S.B. 40032/69/J.
*10s. **Steel Bars.** November 11. E.S.B. 39271/69/J.

INDUSTRIAL DEVELOPMENT CORPORATION:
*5s. **Zinc Spelter.** October 27. E.S.B. 40034/69/J.

Bulletin 189/69

UNION OF BURMA RAILWAY BOARD:
*Coupling Rods. December 8. E.S.B. 40404/69/J.
*Cylinders and Accessories. December 11. E.S.B. 40451/69/J.
*Axle Steel. November 28. E.S.B. 40430/69/J.
*Cross Heads and Accessories. December 11. E.S.B. 40405/69/J.

PEOPLE'S ELECTRO-MECHANICAL SERVICES:
*3s. **Carbon Blocks.** October 31. E.S.B. 40408/69/J.

†***The* Export Service Bulletin** *which is available only to individuals resident and firms registered and carrying on business in the United Kingdom, is a 'must' for exporters. A week's issues (it is published daily from Monday to Friday) may contain as many as 500 calls for tender, in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled 'World Economic Comments', summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which covers all issues, costs only £10 10s.*

If you would like a specimen copy get in touch with the Editor, **Export Services Bulletin,** *Board of Trade, Room 1124, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone:* 01-248 5757, *Extn.* 7058, *Telex:* 886143, *Answer Back BOTHILLGATE LDN, Telegram: EXSERBRA), mentioning the products or countries of special interest to you.*

Twenty ram lambs from the pedigree flock of P. Stewart Tory and Sons of Shapwick, Dorset, being flown out to Kenya from Stanstead Airport. These sturdy rams (born in January this year) have been purchased by Mrs. J. M. Nightingale of Sasumuna Estates Ltd. of Njoro, Kenya. The Estate has a large flock of those British Hampshire Down Sheep which have been imported from the Shapwick flock since 1948. *The rams will be exhibited at the Nairobi Show. The photo shows Mr. P. Stewart Tory, marking one of the rams with his brand.*

Bulletin 191/69

INDUSTRIAL DEVELOPMENT CORPORATION:
*5s. **Welding Electrodes.** October 27. E.S.B. 40700/69/J.

PEOPLE'S OIL INDUSTRY:
*10s. **Laboratory Equipment.** October 31. E.S.B. 40672/69/J.
*5s. **Chemicals.** October 31. E.S.B. 40693/69/J.
*3s. **Electrical Connectors.** November 15. E.S.B. 40694/69/J.
*3s. **Starter Spare Parts.** November 15. E.S.B. 40695/69/J.
*3s. **Electrical Equipment Spare Parts.** November 15. E.S.B. 40696/69/J.
*3s. **Caustic Potash.** November 1. E.S.B. 40697/69/J.

UNION OF BURMA RAILWAY BOARD:
*Railway Engine Buffers. December 11. E.S.B. 40706/69/J.

CANADA

Bulletin 187/69

MANITOBA HYDRO:
*67s. **Switches.** (Further Information.) E.S.B. 39662/69/J.

Bulletin 188/69

*44s. **Capacitor Banks.** (Further Information.) E.S.B. 39689/69/J.

CEYLON

Bulletin 189/69

SRI LANKA SUGAR CORPORATION:
*5s. **Tyres and Tubes.** October 30. E.S.B. 40452/69/J.

Bulletin 191/69

TENDER BOARD:
Water Supply Augmentation Scheme Equipment. December 3. E.S.B. 40688/69/J.
*10s. **Foundry Chemicals and Materials.** November 20. E.S.B. 40699/69/J.
*16s. **Cable.** October 26. E.S.B. 40691/69/J.

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COLOMBIA

Bulletin 189/69

INSTITUTO COLOMBIANA DE ENERGIA ELECTRICA:
*1s. (In Spanish.) Construction of Sub-station. December 15. E.S.B. 40295/69/J.

ETHIOPIA

Bulletin 190/69

ETHIOPIAN ELECTRIC LIGHT AND POWER AUTHORITY:
*33s. Generating Sets. October 29. E.S.B. 40432/69/J.

FRANCE

Bulletin 188/69

LE MINISTERE DE L'EQUIPEMENT ET DU LOGEMENT:
*120s. (In French.) Construction of Motorway. (Further Information.) E.S.B. 39291/69/J.

GHANA

Bulletin 191/69

GHANA SUPPLY COMMISSION:
Transformers. (Further Information.) Closing date postponed to October 20. E.S.B. 36125/69/J.

GREECE

Bulletin 190/69

PUBLIC POWER CORPORATION:
Security Belts. October 25. E.S.B. 40640/69/J.
MINISTRY OF TRADE:
*3s. Movie Projectors. November 5. E.S.B. 40629/69/J.
*6s. Hospital Equipment. October 31. E.S.B. 40626/69/J.
*3s. Film Projector/Slide Projector. November 7. E.S.B. 40628/69/J.
*9s. Photographic and Testing Equipment. October 30. E.S.B. 40627/69/J.
Supersonic Cleansing Apparatus Spare Parts. October 31. E.S.B. 40639/69/J.
Air Pipes. October 22. E.S.B. 40638/69/J.
Trailers. November 5. E.S.B. 40637/69/J.

Bulletin 191/69

*Electric Measuring Instruments. October 30. E.S.B. 40669/69/J.
Instruments and Relay Control Boards. November 1. E.S.B. 40666/69/J.
Voltage Tentatives. October 27. E.S.B. 40665/69/J.
Transformers. November 3. E.S.B. 40667/69/J.

INDIA

Bulletin 187/69

BHARAT HEAVY ELECTRICALS LTD.:
Tecko Dynamo and Equipment. October 30. E.S.B. 40025/69/J.
HINDUSTAN AERONAUTICS LTD.:
Inspection Instruments; Measuring Equipment. October 30. E.S.B. 40020/69/J.
WESTERN RAILWAY:
Railway Interlocking Panels. (Further Information.) E.S.B. 37886/69/J.
DIRECTOR-GENERAL OF SUPPLIES AND DISPOSALS:
Varnishing Plant. (Further Information.) E.S.B. 32170/69/J.

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BEAS PURCHASE ORGANIZATION:
Electromagnetic Pulley. (Further Information.) E.S.B. 34503/69/J.
BHALINDA THERMAL PROJECT:
*13s. Lightning Arresters. November 26. E.S.B. 40083/69/J.
PUNJAB STATE ELECTRICITY BOARD:
*Substation Equipment. November 11. E.S.B. 40084/69/J.
DIRECTOR-GENERAL OF SUPPLIES AND DISPOSALS:
*Cartridge Case Trimming Machine. (Further Information.) E.S.B. 38365/69/J.
26s. Power Press. October 30. E.S.B. 38919/69/J.
OIL AND NATURAL GAS COMMISSION:
Photographic Materials. October 28. E.S.B. 40085/69/J.
WESTERN RAILWAY:
Railway Interlocking Equipment. (Further Information.) E.S.B. 37885/69/J.
BHARAT HEAVY ELECTRICALS LTD.:
Tombac Bellows. October 30. E.S.B. 40023/69/J.
DIRECTOR-GENERAL OF SUPPLIES AND DISPOSALS:

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Dam Slide Gates; Control Equipment. (Further Information.) E.S.B. 37311/69/J.

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DIRECTOR-GENERAL OF SUPPLIES AND DISPOSALS:
*40s. Ingots. October 21. E.S.B. 40424/69/J.
HINDUSTAN AERONAUTICS LTD.:
Measuring Instruments. November 6. E.S.B. 40663/69/J.
Gauges. November 3. E.S.B. 40662/69/J.
Hardness Testers. October 30. E.S.B. 40660/69/J.
HINDUSTAN SHIPYARD LTD.:
Steel Section. October 27. E.S.B. 40641/69/J.
BHABHA ATOMIC RESEARCH CENTRE:
*3s. Steel Pieces. October 23. E.S.B. 40643/69/J.
Steel Pipes and Tubes. November 7. E.S.B. 40636/69/J.
Steel Tubing. October 30. E.S.B. 40635/69/J.
HINDUSTAN AERONAUTICS LTD.:
Micrometers. November 8. E.S.B. 40664/69/J.
HEAVY ELECTRICALS (INDIA) LTD.:
Steel Sheet. October 22. E.S.B. 40642/69/J.
GOVERNMENT OF MAHARASHTRA:
Construction of Earthern Dam. Closing date postponed to October 21. (Further Information.) E.S.B. 37111/69/J.
FERTILIZER CORPORATION OF INDIA LTD.:
*2s. Chemical. October 20. E.S.B. 40655/69/J.

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BHABHA ATOMIC RESEARCH CENTRE:
*Forging. (Further Information.) E.S.B. 37110/69/J.

IRAN

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NATIONAL IRANIAN STEEL CORPORATION:
*9s. Wire Rope. November 16. E.S.B. 40455/69/J.
IRANIAN TOBACCO MONOPOLY:
*Kraft Paper. November 20. E.S.B. 40486/69/J.
IRANIAN STATE RAILWAYS:
*13s. Batteries. November 17. E.S.B. 40456/69/J.

IRAQ

Bulletin 188/69

MINISTRY OF HEALTH:
*8s. X-ray and Darkroom Accessories. (Further Information.) E.S.B. 39233/69/J.
ASBESTOS INDUSTRIES COMPANY:
Asbestos Preparation Machinery. Closing date postponed to November 5. (Further Information.) E.S.B. 30491/69/J.
MOSUL CEMENT COMPANY:
Cement Mills Linings. October 30. E.S.B. 40224/69/J.
Fire Extinguishers. October 30. E.S.B. 40228/69/J.
Impact Crusher. October 30. E.S.B. 40223/69/J.
Motors. October 30. E.S.B. 40225/69/J.
Drag Chain Link. October 30. E.S.B. 40227/69/J.
NATIONAL ELECTRICITY ADMINISTRATION:
*9s. Pipes. October 21. E.S.B. 40211/69/J.
STATE ORGANIZATION OF INDUSTRY:
*2s. Woollen Yarns. (Further Information.) E.S.B. 38995/69/J.
MINISTRY OF HEALTH:
*3s. Operating Theatre Lamps. (Further Information.) E.S.B. 39229/69/J.
*3s. Water Stills. (Further Information.) E.S.B. 39231/69/J.
MOSUL CEMENT COMPANY:
Sodium Carbonate. October 30. E.S.B. 40232/69/J.
Ball and Roller Bearings. October 30. E.S.B. 40229/69/J.
Arc Welders. October 30. E.S.B. 40231/69/J.
Batteries. October 30. E.S.B. 40230/69/J.
MINISTRY OF FINANCE:
*3s. Paper and Board. October 26. E.S.B. 40222/69/J.
DAIRY ADMINISTRATION:
Milk Cans. October 25. E.S.B. 40208/69/J.
STATE ELECTRICAL INDUSTRIES CO.:
Sheet Steel. October 20. E.S.B. 40098/69/J.
NATIONAL ELECTRICITY ADMINISTRATION:
*9s. Welding Electrodes. October 21. E.S.B. 40212/69/J.
*9s. Sand Paper; Emery Cloth. October 21. E.S.B. 40210/69/J.

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FOREIGN PURCHASING DEPARTMENT:
*Cellulose Film; Paper; Board. November 1. E.S.B. 40217/69/J.
CENTRAL FOREIGN PURCHASING BOARD:
Pharmaceuticals. November 13. E.S.B. 40099/69/J.
MOSUL CEMENT COMPANY:
Bulldozer; Traxcavator. October 30. E.S.B. 40226/69/J.
MINISTRY OF MUNICIPAL AND RURAL AFFAIRS:
Tyres; Tubes and Flaps. November 27. E.S.B. 40100/69/J.
NATIONAL ELECTRICITY ADMINISTRATION:
*9s. Channel Iron. (Further Information.) E.S.B. 19091/69/J.
CENTRAL FOREIGN PURCHASING BOARD:
Wireless Sets. November 9. E.S.B. 40271/69/J.
MOSUL SUGAR FACTORY ADMINISTRATION:
Pipes; Joints and Steel Flanges. Closing date postponed to October 16. E.S.B. 30489/69/J.
DIRECTOR-GENERAL OF MUNICIPAL AND RURAL SERVICES:
Liquid Chlorine Cylinders. October 25. E.S.B. 40493/69/J.
*50s. Water Supply Scheme. (Further Information.) E.S.B. 36860/69/J.

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ADMINISTRATION OF DISTRIBUTION OF OIL PRODUCTS:
*5s. Concrete Mixer. (Further Information.) E.S.B. 38974/69/J.
IRAQI PORTS ADMINISTRATION:
*6s. Transmitters and Receivers. (Further Information.) E.S.B. 38992/69/J.
*3s. White Metal. (Further Information.) E.S.B. 39228/69/J.
*4s. Section Curving Machine. (Further Information.) E.S.B. 38991/69/J.
MINISTRY OF DEFENCE:
Steel Strip, Steel Bead Chain. November 27. E.S.B. 40488/69/J.
*6s. Fire Fighting Equipment and Clothing. November 27. E.S.B. 40331/69/J.
MINISTRY OF MUNICIPAL AND RURAL AFFAIRS:
Water Supply Scheme. December 9. E.S.B. 40500/69/J.
IRAQI PORTS ADMINISTRATION:
*4s. Electric Lamps and Holders. October 22. E.S.B. 40491/69/J.
*8s. Tape Recorders. October 29. E.S.B. 40489/69/J.
*4s. Lathes. October 29. E.S.B. 40490/69/J.
Air Conditioning Installation. November 5. E.S.B. 40615/69/J.

IRISH REPUBLIC

Bulletin 187/69

DEPARTMENT OF EDUCATION:
Audiovisual Teaching Equipment. October 26. E.S.B. 40018/69/J.

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DONEGAL COUNTY COUNCIL:
Sewerage Purification Equipment. October 31. E.S.B. 40075/69/J.

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Sewage Ejector Plant. October 31. E.S.B. 40423/69/J.

IVORY COAST

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M. LE DIRECTEUR GENERAL:
*21s. Contractor's Plant. December 6. E.S.B. 40218/69/J.

(Continued on next page)

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*18s. **Welded Cylinders.** October 25. E.S.B. 40094/69/J.

Bulletin 189/69
ROYAL MEDICAL SERVICES:
*3s. **Anaesthetic Apparatus and Catheters.** October 20. E.S.B. 40300/69/J.

Bulletin 191/69
JORDANIAN ARMED FORCES:
*1s. **Receivers.** October 27. E.S.B. 40711/69/J.

KUWAIT

Bulletin 189/69
MINISTRY OF POSTS:
*34s. **Cables.** (Further Information.) E.S.B. 39061/69/J.

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KUWAIT TRANSPORT CO. K.S.C.:
*10s. **Tyre Retreading Materials.** October 30. E.S.B. 40454/69/J.

MALAYSIA

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MINISTRY OF INFORMATION AND BROADCASTING:
*14s. **Tape Recorders.** October 30. E.S.B. 40078/69/J.

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PUBLIC WORKS DEPARTMENT:
*Pumping Sets. November 17. E.S.B. 40450/69/J.

MALTA

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TREASURY:
*Lathe. October 23. E.S.B. 40010/69/J.
*9s. Milling Machine October 23. E.S.B. 40008/69/J.
*Woodworking Tools. October 23. E.S.B. 40011/69/J.

MOROCCO

Bulletin 188/69
MOROCCAN CIVIL AVIATION DEPARTMENT:
*5s. **Airport Control Equipment.** (Further Information.) E.S.B. 39694/69/J.

MOZAMBIQUE

Bulletin 188/69
PORTS, RAILWAYS AND TRANSPORTS DEPARTMENT:
*12s. (In Portuguese.) **Communications Equipment.** November 4. E.S.B. 40079/69/J.
ENGINEERING GROUP OF MOZAMBIQUE:
Construction of Infirmary. October 23. E.S.B. 40080/69/J.

Bulletin 189/69
Construction of Building. October 24. E.S.B. 40081/69/J.

NETHERLANDS

Bulletin 188/69
SHAPE TECHNICAL CENTRE:
Magnetic Tape Transport System. October 31. E.S.B. 40042/69/J.

NEW ZEALAND

Bulletin 187/69
MUNICIPAL ELECTRICITY DEPARTMENT:
*12s. **Network Analyzer.** November 4. E.S.B. 40007/69/J.

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MINISTRY OF WORKS:
*40s. **Generating Sets.** October 30. E.S.B. 40074/69/J.
NEW ZEALAND FOREST SERVICE:
*4s. **Digital Voltmeter.** October 22. E.S.B. 40073/69/J.

Bulletin 190/69
NEW ZEALAND FOREST SERVICE:
*5s. **Pulse Generator.** October 22. E.S.B. 40457/69/J.
DEPARTMENT OF EDUCATION:
*2s. **Microscopes.** October 21. E.S.B. 40458/69/J.
*2s. **Microtome.** October 20. E.S.B. 40459/69/J.
*3s. **Centrifuge.** October 20. E.S.B. 40659/69/J.
*2s. **Oven.** October 21. E.S.B. 40658/69/J.
MINISTRY OF WORKS:
*7s. **Generating Sets.** October 21. E.S.B. 40654/69/J.
NEW ZEALAND FOREST SERVICE:
*3s. **Steel Tension Gauges.** October 24. E.S.B. 40653/69/J.
POST OFFICE HEADQUARTERS:
*4s. **Clocks.** October 29. E.S.B. 40652/69/J.

NIGERIA

Bulletin 190/69
NORTH WEST STATE:
Construction of School Extensions. (Pre-qualification.) E.S.B. 40483/69/J.
*1s. **Construction of School Extension.** (Prequalification.) October 21. E.S.B. 40484/69/J.

PAPUA AND NEW GUINEA

Bulletin 189/69
SUPPLY AND TENDER BOARD:
*11s. **Bailey Bridging Components.** October 28. E.S.B. 40422/69/J.

SINGAPORE, REPUBLIC OF

Bulletin 188/69
MINISTRY OF HEALTH:
*5s. **Antibiotics; Biologicals; Drugs; Chemicals.** October 20. E.S.B. 39821/69/J.
*3s. **Contraceptives.** October 20. E.S.B. 39822/69/J.
CENTRAL SUPPLIES OFFICE:
*4s. **Workshop Machinery.** October 22. E.S.B. 40053/69/J.
PUBLIC UTILITIES BOARD:
Cable Trays; Bolts. (Further Information.) E.S.B. 39758/69/J.

Bulletin 189/69
*1s. **Building Materials.** Closing date not known. E.S.B 40203/69/J.
*8s. **Ammonia.** (Further Information.) E.S.B. 39756/69/J.
*7s. **Batteries with Charging Equipment.** (Further Information.) E.S.B. 39759/69/J.

SOUTH AFRICA, REPUBLIC OF

Bulletin 188/69
CAPE PROVINCIAL TENDER BOARD:
*3s. **Compasses; Protractors.** October 21. E.S.B. 40052/69/J.
*5s. **Laboratory Equipment.** October 24. E.S.B. 40043/69/J.
*1s. **Construction of Road, Bridges and Supplementary Works.** October 24. E.S.B. 40062/69/J.
*1s. (Press Notice.) **Construction of Road, Bridge and Supplementary Works.** November 7. E.S.B. 40063/69/J.

Bulletin 190/69
SOUTH WEST AFRICA WATER AND ELECTRICITY:
Transmission Line. November 3. E.S.B. 40485/69/J.

Bulletin 191/69
CAPE PROVINCIAL TENDER BOARD:
*3s. **Hydraulic Puller.** October 21. E.S.B. 40618/69/J.
*2s. **Cotton Sheeting.** October 21. E.S.B. 40617/69/J.
*11s. **Washing Machines Dryer, Extractor.** October 24. E.S.B. 40619/69/J.
*5s. **Brushes.** October 28. E.S.B. 40620/69/J.

Bulletin 191/69
STATE TENDER BOARD:
*4s. **Compactors.** October 23. E.S.B. 40862/69/J.

SPAIN

Bulletin 190/69
MINISTERIO AGRICULTURA:
Graders. October 27. E.S.B. 40443/69/J.
MINISTERIO DEL AIRE:
Thermometers, Anemocinemograph. November 4. E.S.B. 40603/69/J.

SUDAN

Bulletin 187/69
DEPARTMENT OF POSTS AND TELEGRAPHS:
*7s. **Cable Drop Wire.** November 8. E.S.B. 39256/69/J.

Bulletin 188/69
PUBLIC AGRICULTURAL PRODUCTION CORPORATION:
*3s. **Workshop Equipment.** October 28. E.S.B. 40259/69/J.

Bulletin 189/69
RURAL WATER AND DEVELOPMENT CORPORATION:
*7s. **Pipes.** November 4. E.S.B. 40263/69/J and E.S.B. 40264/69/J.
CENTRAL ELECTRICITY AND WATER CORPORATION:
Lift. October 1. E.S.B. 40262/69/J.
DEPARTMENT OF POSTS AND TELEGRAPHS:
*7s. **Diesel Generating Sets.** November 11. E.S.B. 40261/69/J.
*6s. **Barbed Wire.** October 25. E.S.B. 40257/69/J.

TAIWAN

Bulletin 189/69
CENTRAL TRUST OF CHINA:
*1s. **Generator.** October 21. E.S.B. 40294/69/J.
*4s. **Pipes and Fittings.** October 24. E.S.B. 40441/69/J.
*2s. **Telephone Exchange Usage Recorder and Accessories.** October 20. E.S.B. 40293/69/J.
*4s. **Fluorspar.** October 21. E.S.B. 40291/69/J.
*3s. **Animal Foodstuffs.** November 14. E.S.B. 40290/69/J.
*Railway Passenger and Power/Baggage Cars. November 10. E.S.B. 40288/69/J.

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*2s. **Diethylene Glycol.** October 22. E.S.B. 40438/69/J.
*1s. **Bentonite.** October 21. E.S.B. 40436/69/J.
*4s. **Cards.** October 27. E.S.B. 40472/69/J.
Paper Making Apparatus. November 17. E.S.B. 40442/69/J.
*4s. **Air Compressor.** November 13. E.S.B. 40435/69/J.
*2s. **Bus Chassis.** October 27. E.S.B. 40470/69/J.
*1s. **Beer Hose.** October 27. E.S.B. 40475/69/J.
*3s. **Valves.** October 27. E.S.B. 40465/69/J.
*2s. **Oil Purification Equipment.** October 28. E.S.B. 40469/69/J.
*3s. **Grinding Machine.** October 27. E.S.B. 40471/69/J.
*5s. **Railway Lifting Jacks.** November 13. E.S.B. 40433/69/J.
*3s. **Transceivers.** October 23. E.S.B. 40477/69/J.
Filters. November 17. E.S.B. 40440/69/J.
Desuperheaters. November 18. E.S.B. 40473/69/J.
*6s. **Bottling Machines.** November 18. E.S.B. 40466/69/J.
*2s. **Electrodes.** November 19. E.S.B. 40467/69/J.
*3s. **Zinc Sheet.** November 17. E.S.B. 40447/69/J.
Bus Chassis. November 18. E.S.B. 40444/69/J.
*1s. **Wrench.** October 29. E.S.B. 40601/69/J.
*3s. **Air Foam Liquid Concentrate.** October 27. E.S.B. 40602/69/J.
*1s. **Industrial Scope.** October 27. E.S.B. 40604/69/J.
*54s. **Radio Communication Equipment.** November 17. E.S.B. 40468/69/J.

Bulletin 191/69
*27s. **Railway Carriages.** November 18. E.S.B. 40476 96/J.

TANZANIA

Bulletin 187/69
MINISTRY OF COMMUNICATIONS, TRANSPORT AND LABOUR:
Airfield Crash Tender; Fire Engine. October 24. E.S.B. 39246/69/J.

Bulletin 190/69
CENTRAL TENDER BOARD:
*4s. **X-ray Units and Accessories.** October 23. E.S.B. 40464/69/J.

THAILAND

Bulletin 188/69
METROPOLITAN ELECTRICITY AUTHORITY:
Cable Spacers. (Further Information.) E.S.B. 39649/69/J.

TURKEY

Bulletin 187/69
POST, TELEGRAPH, TELEPHONE ADMINISTRATION:
*15s. **Etching Machine.** November 13. E.S.B. 39636/69/J.
PETROL OFIS:
*7s. **Fuel Dispensing Pumps.** November 3. E.S.B. 39632/69/J.
KARA KUVVETLETI KOMUTANLIGI:
*17s. **Vehicle Spare Parts.** October 22. E.S.B. 39210/69/J.

Bulletin 190/69
STATE HYDRAULIC WORKS:
*43s. **Concrete Pipe Factory Equipment.** December 1. E.S.B. 40273/69/J.
MILLI SAVUNMA BAKANLIGI:
Mobile Communications Equipment. October 23. XP 882/69.
GROUND FORCES COMMAND:
*25s. **Pharmaceutical Preparation Equipment.** November 3. E.S.B. 40606/69/J.
NAVAL FORCES COMMAND:
*21s. **Submersible Pumps.** November 14. E.S.B. 40608/69/J.

Bulletin 191/69
MINISTRY OF HOUSING AND RECONSTRUCTION:
*3s. **Planimeter.** October 20. E.S.B. 40609/69/J.

UNITED ARAB REPUBLIC

Bulletin 188/69
MINISTRY OF CULTURE:
Salvage of Monuments. November 5. E.S.B. 40076/69/J.
EGYPTIAN RAILWAY:
Hair Belting. November 5. E.S.B. 40089/69/J.
Circular Saws. November 1. E.S.B. 40088/69/J.

URUGUAY

Bulletin 188/69
ADMINISTRACION GENERAL:
*15s. (In Spanish.) **Switches.** 1st call November 5; 2nd call November 12. E.S.B. 40247/69/J.
*15s. (In Spanish.) **Nails.** 1st call November 6, 2nd call November 13. E.S.B. 40248/69/J.
*4s. (In Spanish.) **Steel Cables.** 1st call October 13, 2nd call October 20. E.S.B. 40240/69/J.

Bulletin 189/69
ADMINISTRACION NACIONAL DE COMBUSTSIBLES:
*9s. (In Spanish.) **Laboratory Equipment.** October 28. E.S.B. 40242/69/J.
*Rails and Accessories. (Further Information.) E.S.B. 35495/69/J.
*7s. **Screwing and Strapping Machines.** October 29. E.S.B. 40243/69/J.
*7s. (In Spanish.) **Pipe Cutting Equipment.** October 29. E.S.B. 40245/69/J.
*7s. (In Spanish.) **Chemicals.** October 28. E.S.B. 40244/69/J.
ADMINISTRACION NACIONAL DE PUERTOS:
*15s. (In Spanish.) **Pneumatic Pistols and Accessories.** 1st call October 21; 2nd call October 27. E.S.B. 40241/69/J.
LA ADMINISTRACION GENERAL DE LAS USINAS:
*18s. (In Spanish.) **Telephone Cable.** 1st call November 18; 2nd call November 25. E.S.B. 40258/69/J.

VIETNAM

Bulletin 188/69
INDUSTRIAL DEVELOPMENT CENTRE:
*32s. **Monosodium Glutamate Plant.** October 30. E.S.B. 40059/69/J.
*16s. **Refrigeration Plant.** October 30. E.S.B. 40060/69/J.

Bulletin 189/69
*16s. **Lead Oxide Producing Plant.** October 30. E.S.B. 40055/69/J.

ZAMBIA

Bulletin 190/69
CENTRAL SUPPLY AND TENDER BOARD:
*4s. **Telephone Cable Loading Coil.** October 31. E.S.B. 40605/69/J.

Opportunities for exporters—Agency inquiries, market reports, etc.

Brief details are given below of some inquiries for British goods, offers to represent British principals, market reports, etc., published in recent issues of the **Export Service Bulletin.** *Copies of the Bulletins, which contained the original notices, and photocopies of any document relating to them may be purchased by British firms.*

Orders for Bulletins (2s. each) and documents (the price of these varies, see individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade, and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H109, Hillgate House, 35 Old Bailey, London, E.C.4 Telephone: 01-248 5757, Extns. 7016, 7017, Telex: 886143, Answer Back BOTHILLGATE LDN, Telegram: EXSERBRA.*

ABU DHABI

Bulletin 189/69
Inquiry for laboratory equipment and materials. E.S.B. 40204/69/J.

AUSTRALIA

Bulletin 187/69
Inquiry for hydraulic equipment; hydrostatic drive components; hydraulically operated tools. E.S.B. 39423/69/J.

Bulletin 188/69
Manufacture under licence – light engineering components. E.S.B. 39836/69/J.

Bulletin 190/69
Inquiry for thermoforming equipment. E.S.B. 39906/69/J.
Inquiry for carpets; chinaware; cutlery; freezers; mowers; refrigerators. E.S.B. 39468/69/J.

AUSTRALIA – WAIVER OF BRITISH PREFERENCE

Bulletin 187/69
Inquiry for dibutyl maleate. E.S.B. M/48/69/J.
Inquiry for spring grading machine. E.S.B. S/97/69/J.
Inquiry for nut tapping machine. E.S.B. S/98/69/J.

Bulletin 188/69
Inquiry for wire drawing machine. E.S.B. S/100/69/J.
Inquiry for spring coiling machine. E.S.B. S/99/69/J.

AUSTRIA

Bulletin 187/69
Inquiry for confectionery. E.S.B. 39736/69/J.

Bulletin 189/69
Inquiry for fabrics. E.S.B. 40174/69/J.

Bulletin 190/69
Inquiry for knitwear; knitting wool. E.S.B. 40154/69/J.
Inquiry for costumes; dresses; trouser suits. E.S.B. 40186/69/J.

Bulletin 191/69
Agency inquiry for fabrics; knitwear. E.S.B. 40173/69/J.

BAHRAIN

Bulletin 188/69
Inquiry for catering equipment. E.S.B. 39955/69/J.

BARBADOS

Bulletin 188/69
*Inquiry for fabrics; lace; edging threads. E.S.B. 39957/69/J.
Agency inquiry for radios and radiograms; shoes; stoves; suitings. E.S.B. 39876/69/J.

Bulletin 190/69
Inquiry for game. E.S.B. 40181/69/J.
Agency inquiry for electric cable; sledge hammers; pick axes; piping; sash pulleys; steel sheeting; wheelbarrows. E.S.B. 17834/69/J.

Bulletin 190/69
Agency inquiry for ball point pens; carbon paper; hairdresser sundries; automobile accessories. E.S.B. 39172/69/J.

BARBADOS, WINDWARD AND LEEWARD ISLANDS

Bulletin 189/69
Agency inquiry for stainless steel tube. E.S.B. 16507/69/J.

BELGIUM

Bulletin 191/69
2s. Agency inquiry for ceramic industry accessories. E.S.B. 40508/69/J.
Agency inquiry for portable electric tools. E.S.B. 33455/68/J.

BERLIN

Bulletin 188/69
Agency inquiry for skirts. E.S.B. 39829/69/J.

Bulletin 189/69
Agency inquiry for antibiotics; hormone. E.S.B. 39832/69/J.

Bulletin 190/69
Agency inquiry for tinned and packaged foodstuffs. E.S.B. 39896/69/J.

BOLIVIA

Bulletin 189/69
Calls for tender. E.S.B. 1116/G/J.

BOLIVIA/SPAIN

Bulletin 189/69
Trade Agreement. E.S.B. 1209/G/J.

BRAZIL

Bulletin 187/69
Inquiry for hospital and laboratory equipment. E.S.B. 8349/69/J.

Bulletin 192/69
Agency inquiry for chinaware; chucks; hardware; porcelain; table sets; tools; scales. E.S.B. 40365/69/J.

CANADA

Bulletin 187/69
Inquiry for mining equipment. E.S.B. 7905/69/J.
Inquiry for camping accessories, materials and associated goods. E.S.B. 39933/69/J.
Inquiry for guns; sporting items. E.S.B. 39935/69/J.

Bulletin 189/69
Agency inquiry for cable; concrete accessories; electrical connections; generating sets; pumps; valves. E.S.B. 39951/69/J.

Bulletin 190/69
Inquiry for shampoo spray tap attachments. E.S.B 39945/69/J.
Inquiry for teapots. E.S.B. 40506/69/J.
Inquiry for diesel generators. E.S.B. 16079/69/J.
Agency inquiry for coffee percolators; electric griddles, mixers and commercial toasters; vacuum flasks. E.S.B. 39930/69/J.

CAYMAN ISLANDS

Bulletin 189/69
Agency inquiry for mechanics' tools. E.S.B. 30829/69/J.

COSTA RICA

Bulletin 191/69
4s. Department of social security – tender terms and conditions. E.S.B. 1123/G/J.

CURACAO

Bulletin 187/69
Inquiry for prefabricated housing. E.S.B. 24411/68/J.

Bulletin 192/69
Agency inquiry for building and interior decorating materials and equipment. E.S.B. 40390/69/J.

CYPRUS

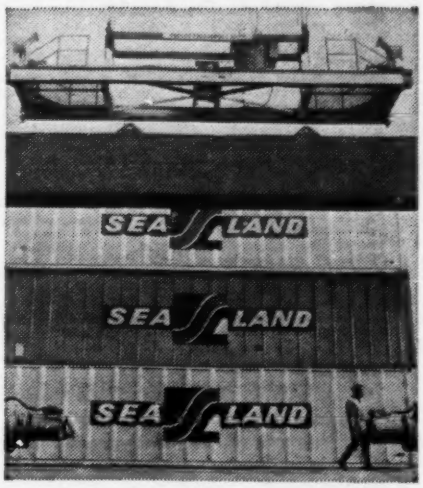
Bulletin 189/69
Agency inquiry for carpets; cretonne; fabrics. E.S.B. 38276/69/J.

DENMARK

Bulletin 187/69
Inquiry for packaging materials. E.S.B. 39921/69/J.

Bulletin 190/69
Agency inquiry for electronic components. E.S.B. 40179/69/J.

Bulletin 192/69
Inquiry for cotton velour; moquette. E.S.B. 40831/69/J.



Crane Fruehauf Trailers Ltd. have won an order for aluminium containers from Sealand of America, worth more than $1 million. This particular order, for 35ft. long x 8ft. 6in. high containers, is the first to be placed by Sealand in Europe.

DENMARK

Bulletin 189/69
Agency inquiry for refuse collection and disposal equipment; vending machines. E.S.B. 39874/69/J.

Bulletin 191/69
*10s. Agency inquiry for hammer drills. E.S.B. 39345/69/J.

FINLAND

Bulletin 187/69
Agency inquiry for metal grinding wheels. E.S.B. 13388/69/J.
Inquiry for poultry farming equipment and material. E.S.B. 24969/69/J.

Bulletin 190/69
Agency inquiry for Christmas stockings; rubber gloves E.S.B. 40176/69/J.
Agency inquiry for clothing; knitwear. E.S.B. 40319/69/J.

Bulletin 191/69
4s. Inquiry for isolators; locks and fittings; polishing brushes; thermometers; valves. E.S.B. 40593/69/J.

FRANCE

Bulletin 187/69
Agency inquiry for fabrics; haberdashery; knitting wools; lingerie; yarns. E.S.B. 39488/69/J.

Bulletin 189/69
Agency inquiry for musical instruments, materials and accessories. E.S.B. 39934/69/J.

Bulletin 190/59
Agency inquiry for transformers. E.S.B. 39994/69/J.

Bulletin 191/69
Agency inquiry for carpets; curtains; furnishing and interior decorating fabrics. E.S.B. 39751/69/J.

GERMANY, FEDERAL REPUBLIC OF

Bulletin 187/69
Agency inquiry for tennis balls. E.S.B. 39748/69/J.
Inquiry for meat products; sausages. E.S.B. 39833/69/J.
Agency inquiry for men's suitings. E.S.B. 39718/69/J.
Agency inquiry for dresses; trouser suits. E.S.B. 39737/69/J.

Bulletin 188/69
Inquiry for earth moving equipment. E.S.B. 39839/69/J.
Agency inquiry for catering equipment. E.S.B. 39893/69/J.

Bulletin 189/69
Inquiry for golf umbrellas. E.S.B. 39927/69/J.
Inquiry for meat and meat products. E.S.B. 41979/68/J.
Inquiry for regulating valves. E.S.B. 39948/69/J.
Inquiry for fork-lift trucks; insulated cable. E.S.B. 39895/69/J.

(Continued on next page)

AGENCY INQUIRIES, *continued*

Inquiry for yarns. E.S.B. 15589/69/J.
Inquiry for cork discs. E.S.B. 22817/68/J.
Inquiry for pipe couplings; screws. E.S.B. 40303/69/J.
Inquiry for foam extinguishers; water guns. E.S.B. 40312/69/J.

Bulletin 190/69
Agency inquiry for artificial leather; plastic foil. E.S.B. 39952/69/J.
Agency inquiry for cast iron parts. E.S.B. 39776/69/J.
Inquiry for injection moulding compounds; polystyrene waste. E.S.B. 40177/69/J.
Agency inquiry for do-it-yourself articles; hardware; horticultural requisites; household requisites; tools; workshop articles. E.S.B. 40166/69/J.
Agency inquiry for carpet sweepers; domestic clothes dryers; domestic plastic ware, folding garden lounge beds; garden chairs; sun umbrellas; swings. E.S.B. 39331/69/J.
Agency inquiry for heating blankets, mats and pads. E.S.B. 40196/69/J.
Agency inquiry for fabrics. E.S.B. 39900/69/J.
Agency inquiry for electric blankets and heating pads; electric cables and wires. E.S.B. 40103/69/J.
Inquiry for medicinal herbs. E.S.B. 40531/69/J.
Agency inquiry for cosmetics. E.S.B. 40148/69/J.
Inquiry for coke. E.S.B. 40542/69/J.

Bulletin 191/69
Agency inquiry for suitings. E.S.B. 40197/69/J.
Agency inquiry for men's suits; suitings; women's outerwear. E.S.B. 40178/69/J.
Inquiry for hairdressers' supplies; net piece-goods; perfumery articles, wignets. E.S.B. 39967/69/J.
Agency inquiry for reproduction furniture. E.S.B. 40359/69/J.

Bulletin 192/69
Agency inquiry for carpets; floor coverings; paint; sound absorbing materials. E.S.B. 39319/69/J.

GREECE

Bulletin 187/69
Inquiry for dyestuffs, yarns. E.S.B. 39425/69/J.

GUATEMALA

Bulletin 191/69
Agency inquiry for giftware; resins; vinyl wall covering. E.S.B. 39200/69/J.

HONG KONG

Bulletin 187/69
*Inquiry for shoe-making materials. E.S.B. 39777/69/J.

Bulletin 188/69
Inquiry for copper anodes. E.S.B. 17759/69/J.
Inquiry for pallets for air cargo. E.S.B. 39502/69/J.
Agency inquiry for men's outerwear and underwear. E.S.B. 39461/69/J.

Bulletin 190/69
Inquiry for hot-rolled steel coil. E.S.B. 39985/69/J.

ICELAND

Bulletin 190/69
Inquiry for foodstuffs. E.S.B. 34131/69/J.

INDIA

Bulletin 189/69
Inquiry for rolling mill. E.S.B. 39969/69/J.

Bulletin 190/69
Joint venture – welding equipment. E.S.B. 39879/69/J.
Manufacture under licence – fire protection equipment; refrigeration equipment. E.S.B. 39799/69/J.

Bulletin 191/69
Inquiry for plant for the manufacture of abrasives, detergents and semi-conductors. E.S.B. 37706/69/J.

IRAQ

Bulletin 189/69
Inquiry for nut, bolt and woodscrew making machinery. E.S.B. 24905/69/J.

IRISH REPUBLIC

Bulletin 187/69
Inquiry for self-grip wrenches. E.S.B. 39831/69/J.

Bulletin 188/69
Agency inquiry for fabrics. E.S.B. 31362/69/J.

ISRAEL

Bulletin 190/69
Agency inquiry for sports goods; stationery items; toys. E.S.B. 40184/69/J.
Agency inquiry for capacitors; semi-conductors. E.S.B. 40115/69/J.

ITALY

Bulletin 188/69
Agency inquiry for clothing; shirting material. E.S.B. 39902/69/J.
Agency inquiry for machine tools. E.S.B. 8204/69/J.
Agency inquiry for motor hedge cutters and lawn mowers. E.S.B. 39904/69/J.
Inquiry for automatic feeding equipment for mechanical presses. E.S.B. 33666/69/J.

Bulletin 189/69
Manufacture under licence – agency inquiry for pharmaceutical products. E.S.B. 39870/69/J.
Inquiry for marine and industrial paints. E.S.B. 40124/69/J.

Bulletin 190/69
Agency inquiry for electronic components. E.S.B. 33018/69/J.
Agency inquiry for printed fabrics. E.S.B. 39996/69/J.
Agency inquiry for glass raw materials. E.S.B. 37641/69/J.

Bulletin 192/69
Agency inquiry for bookbinding equipment and materials. E.S.B. 39922/69/J.

ITALY/INDIA

Bulletin 191/69
Trade Agreement. E.S.B. 1209/G/J.

JAPAN

Bulletin 187/69
*Inquiry for buttons; yarns. E.S.B. 39479/69/J.

Bulletin 190/69
Agency inquiry for shirting material. E.S.B. 40120/69/J.
Agency inquiry for saw blades, small tools; tool holders; twist drills. E.S.B. 40119/69/J.

KENYA

Bulletin 188/69
Manufacture under licence – concrete roofing tiles; flush doors. E.S.B. 1877/69/J.

Bulletin 190/69
Inquiry for luggage fittings; polyester filler. E.S.B. 7108/69/J.

KUWAIT

Bulletin 189/69
Inquiry for aerosol cans. E.S.B. 38531/69/J.

Bulletin 190/69
Agency inquiry for ready-made clothing. E.S.B. 40105/69/J.

LIBYA

Bulletin 187/69
Agency inquiry for pharmaceuticals. E.S.B. 39135/69/J.

Bulletin 191/69
Commercial Agencies Law. E.S.B. 1209/G/J.
Use of Arabic. E.S.B. 1209/G/J.

NEW ZEALAND

Bulletin 187/69
Inquiry for refrigeration units. E.S.B. 39928/69/J.
Inquiry for power take-off shafts. E.S.B. 34960/69/J.

Bulletin 188/69
1s. Inquiry for exhaust smoke reducing device; exhaust fume contamination measuring instrument. E.S.B. 39944/69/J.

Bulletin 189/69
Agency inquiry for gas burners. E.S.B. 39964/69/J.

Bulletin 190/69
Manufacture under licence – domestic electrical equipment. E.S.B. 40160/69/J.

NIGERIA

Bulletin 188/69
Inquiry for cotton poplin. E.S.B. 40134/69/J.

Bulletin 189/69
Inquiry for chicks; pigs; egg graders. E.S.B. 40130/69/J.
Inquiry for printed circuit board kits; semi-conductor components. E.S.B. 40113/69/J.

Bulletin 190/69
Inquiry for cements; tyres and tubes – further information. E.S.B. 33672/69/J.

NORWAY

Bulletin 187/69
Inquiry for bingo equipment. E.S.B. 39936/69/J.

Bulletin 190/69
Agency inquiry for steel wire. E.S.B. 36976/69/J.
Inquiry for plumbing tools. E.S.B. 40511/69/J.

PAKISTAN

Bulletin 191/69
Inquiry for chemicals; drugs; pharmaceutical raw materials; pharmaceuticals. E.S.B. 46857/68/J.
2s. Inquiry for shoe manufacturing machinery. E.S.B. 40882/69/J.

Bulletin 192/69
Agency inquiry for textile machinery. E.S.B. 40375/69/J.

PARAGUAY

Bulletin 187/69
Inquiry for cardboard. E.S.B. 39953/69/J.

PHILIPPINES, REPUBLIC OF

Bulletin 190/69
Agency inquiry for brass pipe; copper pipe and tube; steel sheet, shafting, pipe and tube. E.S.B. 30648/69/J.

PORTUGAL

Bulletin 191/69
Agency inquiry for compressed air equipment; pneumatic tools; submersible pumps. E.S.B. 39556/69/J.

QATAR

Bulletin 189/69
Inquiry for building equipment; timber. E.S.B. 39970/69/J.

RUMANIA/SENEGAL

Bulletin 191/69
Trade Agreements. E.S.B. 1209/G/J.

ST. KITTS

Bulletin 189/69
Inquiry for soya bean oil. E.S.B. 40302/69/J.

SAUDI ARABIA

Bulletin 191/69
Inquiry for bottles; chemicals for pharmaceuticals; water distillation equipment; ethyl alcohol. E.S.B. 6105/69/J.

SIERRA LEONE

Bulletin 190/69
Inquiry for finger-print chemicals; high speed cameras; security equipment; walkie-talkie sets. E.S.B. 39309/69/J.

SOUTH AFRICA

Bulletin 189/69
Agency inquiry for EPNS giftware and holloware. E.S.B. 39430/69/J.

Bulletin 190/69
Agency inquiry for footwear. E.S.B. 39929/69/J.

SPAIN

Bulletin 187/69
Inquiry for anti-brucellosis vaccine. E.S.B. 39923/69/J.
Manufacture under licence – circuit breakers. E.S.B. 35207/69/J.

Bulletin 190/69
Inquiry for adhesive labels; metal products. E.S.B. 39372/69/J.

Bulletin 191/69
Inquiry for air conditioning equipment. E.S.B. 38235/69/J.

SUDAN

Bulletin 190/69
Inquiry for crockery; glassware; hotel furnishings; silverware. E.S.B. 34901/69/J.

SWEDEN

Bulletin 189/69
Agency inquiry for centrifugal cast rollers. E.S.B. 39494/69/J.
Inquiry for transformers. E.S.B. 32694/69/J.
Agency inquiry for jersey fabric; stretch fabric. E.S.B. 39841/69/J.

SWITZERLAND

Bulletin 188/69
Agency inquiry for plastic surfaced pegboard. E.S.B. 11363/69/J.

Bulletin 189/69
Agency inquiry for gymnastic training equipment. E.S.B. 39905/69/J.
Inquiry for antiques; books; carpets; interior decorating materials; furniture; lamps. E.S.B. 39877/69/J.
Inquiry for carpet. E.S.B. 15296/69/J.

Bulletin 190/69
Inquiry for automobile accessories. E.S.B. 11413/69/J.
Inquiry for artificial leather; automobile bumpers and under body coating; metal petrol cans; rubber matting. E.S.B. 27061/69/J.

Bulletin 191/69
Inquiry for mini-hydraulic components. E.S.B. 40843/69/J.

Bulletin 192/69
Agency inquiry for machine tools. E.S.B. 40400/69/J.
Agency inquiry for paver finishers; vibratory rollers. E.S.B. 1109/19/J.

THAILAND

Bulletin 187/69
Agency inquiry for coffee grinding and packaging machinery; fertilizers; paper. E.S.B. 595/69/J.

TRINIDAD/TOBAGO

Bulletin 190/69
*Inquiry for cotton tape. E.S.B. 40137/69/J.

UGANDA

Bulletin 187/69
Inquiry for fertilizers. E.S.B. 37401/69/J.

UNITED STATES OF AMERICA

Bulletin 187/69
Inquiry for chemical intermediates. E.S.B. 39961/69/J.

Bulletin 188/69
Inquiry for steel channel, foil and sheet. E.S.B. 39878/69/J.
Inquiry for riding clothes. E.S.B. 39838/69/J.
Inquiry for motor vehicle components and accessories. E.S.B. 39940/69/J.

Bulletin 189/69
Inquiry for beauty care products; domestic electrical goods; office machinery. B.S.B. 37985/69/J.
Inquiry for machine tools. E.S.B. 40112/69/J.

Bulletin 190/69
Agency inquiry for microscopes. E.S.B. 40104/69/J.

Bulletin 191/69
Inquiry for furniture (finished and unfinished). E.S.B. 39917/69/J.

Bulletin 192/89
Inquiry for steel bar and billets. E.S.B. 40886/69/J.
Inquiry for tractor components. E.S.B. 36773/69/J.

USSR

Bulletin 187/69
Inquiry for drilling equipment. E.S.B. 39442/69/J.

VARIOUS

Bulletin 187/69
Visits by British overseas commercial representatives E.S.B. 28949/69/J.

VENEZUELA

Bulletin 187/69
2s. Inquiry for sprayers. E.S.B. 39023/69/J.

Bulletin 189/69
Inquiry for aerial (car radio) making equipment. E.S.B. 40175/69/J.

ZAMBIA

Bulletin 187/69
Agency inquiry for table glassware. E.S.B. 33874/69/J.

Down and out in Toronto

The fastest Jet Freight handling operation you've ever seen takes place daily in Air Canada's 160,000 square feet of space at Toronto. Aim: to send your cargo to or from anywhere in Canada or the USA in the shortest time possible.

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Fact: Only Air Canada has a cargo service to and from all Canada (37 cities and 8 key centres in the USA). Air Canada, with BOAC, can rush your goods *non-stop* to Toronto any day of the week. Non-stop to Montreal, too. (And speaking of Montreal, Air Canada is in the 24-hour freight-handling business there, as well!)

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Export Missions and Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in last week's issue of the Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Board of Trade (see page viii of October 1 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).*

Engineers travel to Israel and Czechoslovakia

MR. L. GARDNER and Mr. M. Dean, service engineer and applications engineer of Kearney and Trecker Limited, Brighton, arrived in Tel Aviv early in September to install and instruct Israeli personnel on the programming and use of the first Milwaukee-matic numerically-controlled machining centre to be sold to Israel.

Two more Kearney and Trecker employees, Mr. Tony O'Toole, applications engineer and Mr. Harry Snowball, service engineer, travelled to Brno to install a similar machine at the Brno Fair which opened on September 7. Kearney and Trecker state that this will be the first time that one of these machines have been seen in Eastern Europe. Both machines have been built in the firm's Brighton factories.

Opening Middle East markets for preserves

ON a four-week whistle-stop tour of the Middle East, the Far East and taking in the West Coast of Canada and America on the way back is Robertson's new export manager, Mr. David Davies, who left on September 14.

Mr. Davies is hoping to open up the preserves market in the Middle and Far East. He is going first to Cyprus, and then on to the Lebanon followed by Singapore, Thailand and Hong Kong. He will arrive in Japan in time for British Week in which the company are taking part, leaving for North America a week later. In Japan Mr. Davies will be joined in time for British Week by Mr. Neil Robertson, a director of Robertson Foods Ltd.

Commenting on the company's export drive, chairman Mr. Charles Robertson said: 'Our exports have been increasing over the last few years, and we are now extending our markets. At the same ime we intend to improve our position in our existing markets. Japan has always been one of our best markets, but it is now closely followed by other areas which are comparitively new markets to us.'

Last month, Mr. Davies made a fact finding trip to France and Switzerland, and visited Sweden, one of the fastest growing markets earlier this month.

Expanding export prospects

MR. MCEVOY, Viscose Development Company area manager for Latin America, recently returned from a trip to Peru, Ecuador, Columbia, Panama, Mexico and Miami. During his trip Mr. McEvoy met Viscose agents in these countries, and visited both existing and potential customers, some of the latter placing immediate order.

Mr. McEvoy reported that the sales of Cellulose Viskrings in these areas continued to be satisfactory and prospects excellent. Mexico, already a flourishing market, offers considerable potential.

Managing director visits South African Associate

VISITING South Africa is Mr. R. M. Bushby, managing director of Unibond Ltd., of Camberley, Surrey, manufacturers of adhesives. He is spending two weeks with the company's new associate, Universal Adhesives (Africa) (Pty) Limited, to establish a nation-wide sales force. The company's sales manager, Mr. D. Humphreys, will go out later in the year to train the new representatives.

Universal Adhesives (Africa) (Pty) Limited began operations on July 1. Initially the company is importing supplies from the United Kingdom, but plans have been made for manufacturing facilities in South Africa. The new company is a significant step forward in Unibond's expansion plans, and part of the major drive to step up overseas exports generally.

An eleven-man group from the Tynside Chamber of Commerce, Newcastle upon Tyne, seen on their arrival at Buenos Aires at the start of their trade mission to South America.

OUTWARD MISSIONS

Top-level trade mission for Brazil

A TOP-LEVEL London Chamber of Commerce trade mission is visiting Brazil from September 29 to October 11 as part of the Chamber's drive in Latin America. The 19-man mission is being led by Mr. Leopold de Rothschild, chairman of the London Chamber's Latin American section and partner in N. M. Rothschild, the merchant bankers.

The mission is going out to follow up the success of The Queen's visit to Brazil and the British Industrial Exhibition held in Sao Paulo in March. It will be emphasizing that its aims are to expand two-way trade with Brazil rather than just exports. The mission includes several importers as well as representatives from many major British companies.

The mission's programme includes visits to most of Brazil's major cities for talks with Federal and State Ministries and commercial organizations including Rio, Sao Paulo, Recife, Manaus, Porto Alegre, and Belo Horizonte.

The London Chamber is already planning a follow-up to the mission with British Engineering Weeks in Rio and Sao Paulo in 1970. These will be organized on similar lines to the British Engineering Weeks to be held in Bogota and Caracas in November.

The mission is being organized in conjunction with the Board of Trade and BNEC.

Mission to Moscow

MR. HAROLD CAVE, president of the Leicester Chamber of Commerce, led his Chamber's seventh Mission to Moscow on September 15. As on previous missions the members represent a cross section of Leicester industries and include manufacturers of knitwear jerseywear, jersey fabrics, footwear, textile machinery, cable machinery, machine tools, educational aids, electronic teaching aids, adhesive tapes, elastic webs and fabrics.

A number of mission members have participated in the previous six missions; others to whom the Russian market is completely new are taking advantage of the friendly relations which exist between Leicester Chamber of Commerce and the All Union Chamber of Commerce.

Second mission to South Africa

THE ENGINEERING INDUSTRIES ASSOCIATION sent its second engineering trade mission to South Africa on September 13. An earlier South African mission, in 1968, was an outstanding success. Twenty firms are taking part, under the leadership of Mr. Frank Smith, managing director of F. Bamford & Company Limited, marine propeller manufacturers, of Stockport. Mr. Smith is also the national chairman of the Veteran Car Club of Great Britain and while in South Africa he hopes to have the opportunity of meeting his opposite number.

The mission has the full support and assistance of the Board of Trade and British National Export Council and comprises some of the main engineering companies in the United Kingdom, particularly in the automation, electronics, aerospace and marine equipment sectors; machine and hand tool manufacturers are also represented. Visits have been arranged to all the main manufacturing centres of the Republic, and the mission returns to London on September 29.

A further mission to South Africa is planned early in 1971.

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for insertion on this page.

Harvesting and handling equipment orders

Following a week of demonstrations in Yugoslavia, Root Harvesters Ltd., Peterborough, have received orders for root crop harvesting and handling equipment. The orders include three vegetable harvesters, to be used by state-owned co-operative farms in northern Yugoslavia, and two specialist root crop elevators – one bought by a Rumanian organization which saw the demonstrations.

Temperature controllers for Australian refrigeration packs

Ward Brooke & Co. Ltd., Loudwater, Buckinghamshire, via their Australian agents, Fielden Electronics (Australia) Pty. Ltd., have received an order to supply 500 Leestat indicating temperature controllers to Terry Engineering Pty. Ltd., Mitcham, Victoria, Australia, one of the world's largest manufacturers of refrigeration packs. The 'Leestat' controllers will be used for temperature control on Terry Engineering refrigeration packs to be fitted on freight containers. Each controller will measure the ambient air-on temperature to the container, automatically shutting down the refrigeration plant should the ambient temperature fall below the present level and switching the refrigeration on again when the temperature rises. Thus, the 'Leestat' maintains the air temperature entering the container at the desired level and provides a reliable means of preventing over-freezing of cargoes such as chilled fruit and other perishable commodities.

Vehicles for Sudan Railways

R. A. Lister & Co. Ltd., of Dursley, Gloucestershire, a Hawker Siddeley Diesels company, has received a £10,000 order from Sudan Railways for 10 diesel-powered industrial tractors and 40 trailers. These vehicles will supplement the fleet of 80 trucks and 250 trailers supplied to Sudan Railways during the past 10 years to work on the quays at Port Sudan and in railway warehouses in Khartoum.

The tractors, Lister CSLR2 models, are each capable of towing loads of up to 5 tons gross. They have a miximum speed of 6.7 mph and a turning radius of 4 ft. 11 in. (150 cm). Their power unit is a Lister LR2 type air-cooled diesel engine developing 8 bhp at 1,800 rev/min. with two forward gears and a reverse. The trailers, TCL models of 2 ton carrying capacity, have four helically-sprung solid-tyred wheels and a platform 10 ft. 6 in. (320 cm) long by 3ft. 6 in. (107 cm) wide.

Fittings for world's largest icebreaker

Equipment worth $100,000 (£41,000) has been supplied by Kelvin Hughes in the mv 'Louis St. Laurent,' the world's largest orthodox powered icebreaker. She recently completed successful trials and is now in service with a full range of navigational equipment from Kelvin Hughes.

Built for the Canadian Department of Transport, her Kelvin Hughes fittings comprise a Photoplot radar, two Type 14/12's, and a Type 14/9, all fully interswitched. The displays will be located in the wheelhouse, oceanographic office, and crow's nest. Depth sounding equipment includes Kelvin Hughes MS 38 Oceanographic echo sounder, a high performance instrument designed to obtain soundings to 4,800 fathoms, MS 26A shallow water sounder, and MS 32 navigation sounder. Four digital outputs will be mounted in conjunction with the MS 32 to give instant visual confirmation of the recorder readings. Other Kelvin Hughes equipment aboard this Arctic patrol vessel includes Pneuline gauges of the type installed in the 'QE2,' a Sal 24 Marine Log, and ancillary apparatus.

First Japanese order

Stothert and Pitt Ltd., the Bath engineering group, has received its first Japanese order for pedestrian controlled vibrating road rollers. The order, worth £21,000, for 20 D28WD2 Duplex vibrating rollers, came from Tokyo Kenki Co. Ltd. The machine aroused considerable interest when it was shown at the Construction Equipment Exhibition held in Tokyo in August.

Mr. Simon Pitt, export sales manager of the Bath group's Construction Equipment Division, is planning to tour the Far East at the end of the year. 'As leaders in the manfacture of vibrating rollers we expect this first order to be the first of many from Japan. For in a country with an expanding economy there is plenty of work in the construction field,' said Mr. Pitt.

Another French shipbuilding order

At the launch on September 12 of the tanker 'Port Tudy' for 'Soflumar' (Societe d'Armement Fluvial et Maritime of Paris), from the Leith shipyard of Robb Caledon, it was announced that the same owners had placed another order, worth over £1 million, with these builders (subject to financial arrangements).

The new vessel will have a deadweight of 7,700 tons with a service speed of 14 knots, length 120 metres, breadth 19 metres, and draft of 7 metres. Delivery is to be in 1971, and the order was won in the face of keen competition.

German order for machine tool equipment

Dex Machine Tools of Coventry have won a substantial initial order from Nabenfabrik Alfing Kessler in Germany for the new Dex 70 multi drilling heads. This equipment, which meets United Kingdom, German, Russian and European standards, will be used in a large inline transfer machine being built by Alfing Kessler for Volvo AB in Sweden.

The Dex 70 system was specified by Alfing Kessler for Volvo because of its great flexibility and the immediate availability of interchangeable components.

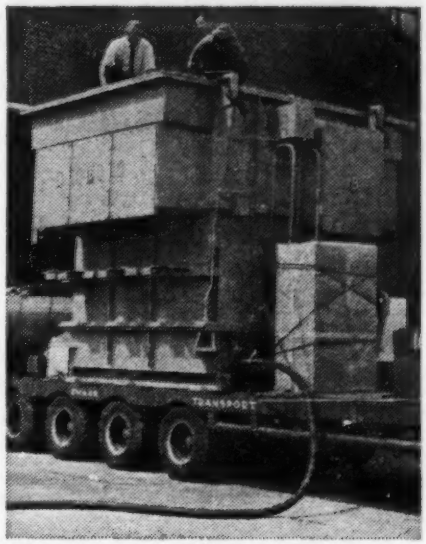
Signals for Malaysia

The Malaysian Defence Department has placed a large order for British signals with Pains-Wessex Ltd., of Salisbury.

The Malaysian order calls for 12,500 skylight signals, 2,700 very cartridges and 930 firesmoke signals.

Caravans for N. America

North American sales of caravans built by a Scottish manufacturer are to be promoted by a new company formed jointly by Thomson T-Line Caravans Ltd., Falkirk, and Davies Truck Equipment Ltd., the Toronto-based subsidiary of York Trailer's Canadian parent company, York Transport Equipment Ltd. The company will trade under the name of Thomson-York Ltd. and be based at Rexdale, Toronto. The first consignment of caravans for the new company has already been shipped from the UK. Further shipments of about another 100 units are expected to reach Toronto before the St. Lawrence Seaway closes in November.



The photograph shows the final preparation prior to despatch from the Crawley, Sussex, works of Brentford Electric Limited of an O N Transformer for a 6·9 mW thyristor regulated rectifying equipment. Designed for outdoor service on the Continent the transformer, which is the first of a pair of equipments, has an oil/air heat exchanger and forced oil circulation.

British-Dutch co-operation in desalination plant contract

A British-designed sea-water distillation plant valued at over £800,000 is to be built on the island of Curacao, Netherlands Antilles, under a contract awarded by the Government of Curacao to Royal Schelde of Flushing, Netherlands, a member of the giant Rhine-Schelde group. The designers are Weir Westgarth Ltd., of East Kilbride, Scotland, specialists in sea-water distillation and a member of the Glasgow-based Weir group of companies. The successful bid was made under a licence agreement between Weir Westgarth and Royal Schelde.

The contract is for a multi-stage flash distillation plant, of Weir Westgarth design and Royal Schelde construction, producing 4,000 cubic metres (about 882,000 Imperial gallons or just over a million United States gallons) of fresh water a day. The main water output, for drinking and domestic consumption, will contain not more than five parts per million of impurities and the plant will also be able to produce small quantities of even purer water, containing not more than one part of dissolved solids per million, for boiler supply.

Curacao is already heavily dependent for fresh water supplies on Weir Westgarth sea-water distillation plants. Two plants, each of 1.4 million gallons per day output, were built for the Government, and one of 1.3 million gpd output was built for Royal Dutch Shell, in 1963. The island also has some plants of an earlier type built by G. and J. Weir Ltd., another Weir Group company, in 1958.

Container orders worth about £1·5 million

Crane Fruehauf have announced two more large orders for CF aluminium containers, together worth approximately £1·5 million. Canadian Pacific have ordered aluminium dry freight containers worth approximately £1 million for their new North Atlantic service, and Sealand of America have ordered containers worth approximately £500,000.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN COMMUNITIES

Transport in the EEC

THE *Journal Officiel des Communautés Européennes* No. C123 dated September 19, 1969, contains the text of a proposed Regulation relating to the establishment of common rules to be applied to regular services and special regular services effected by autobus between member states. The French text of the proposed Regulation may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). It should be noted that the text of this proposed Regulation, when finally approved, may differ from the draft text referred to above.

Common Agricultural Policy

THE TEXTS of the following Regulations, proposed Regulations and Decision which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes.*

The French text of the Regulations, proposed Regulations and Decision may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

GENERAL

The *Journal Officiel des Communautés Européennes* No. C123 dated September 19, 1969, contains the texts of a number of proposed Regulations relating to the rules applicable to the following agricultural products, originating in the African and Malagasy States or overseas countries and territories.

i Cattlemeat, beef and veal
ii Rice and broken rice
iii Fat products
iv Processed products with a cereals or rice base
v Processed products with a fruit or vegetable base.

The sixth proposed Regulation provides derogatory measures concerning the import into French overseas departments of certain agricultural products originating in the African and Malagasy States or overseas countries and territories.

It should be noted that the texts of these proposed Regulations, when finally approved, may differ from the draft texts referred to above.

FRUIT AND VEGETABLES

The *Journal Officiel des Communautés Européennes* No. C123 dated September 19, 1969, contains a number of proposed Regulations relating to the fruit and vegetables sector, as follows.

i Proposed Regulation to modify **Regulation (CEE) No. 159/66** concerning complementary provisions for establishing a common organization of the market for fruit and vegetables.

ii Proposed Regulation to modify **Regulation (CEE) No. 158/66** concerning the application of quality standards for fruit and vegetables marketed inside the Community.

iii Proposed Regulation to modify the common quality standards for apples, pears and peaches.

iv Proposed Regulation defining certain measures with regard to the cleansing of community fruit produce.

v Proposed Regulation to establish, in the fruit and vegetable sector, the general rules relative to granting export refunds and the criteria for fixing their amount.

vi Proposed Regulation determining the application of supplementary quality types so far as certain fruit and vegetables are concerned.

It should be noted that the texts of these proposed Regulations, when finally approved, may differ from the draft texts referred to above.

MILK AND MILK PRODUCTS

Regulation (CEE) No. 1871/69 relates to regular auctions for fat substances coming from milk, intended for the manufacture of fat blends and held by the German, French and Dutch intervention organizations. (*Journal Officiel* No. L238 dated September 23, 1969).

SUGAR

Regulation (CEE) No. 1877/69 fixes the basic amount of the import levy for syrups and certain other products in the sugar sector (*Journal Officiel* No. L239 dated September 24, 1969).

Regulation (CEE) No. 1895/69 fixes the production refunds for white sugar used in the chemical industry (*Journal Officiel* No. L242 dated September 26, 1969).

Decision No. 69/327/CEE relates to fixing the maximum amount of the refund for the auction of white sugar specified by **Regulation (CEF) No. 1789/69** (*Journal Officiel* No. L242 dated September 26, 1969).

Common customs tariff

THE *Journal Officiel des Communautes Europeennes* No. L240, dated September 24, 1969, contains the text of **Decision No. 69/310/CEE**, authorizing Germany to postpone until December 31, 1969, the raising

of their national rates of duty to those of the Common Customs Tariff in respect of the following products originating in Algeria:

Tariff No.	Products	Rate of duty	Quantity (Volume in hl.)
ex 22.05 B I (b)	Wines, other than sparkling, other than white, of an alcoholic strength not exceeding 13°, imported in containers containing more than 2 litres	50% of the duty in the Common Customs Tariff	59,000
ex 22.05 B II (b)	Wines, other than sparkling, of an alcoholic strength exceeding 13° but not more than 15°, imported in containers containing more than 2 litres		
ex 22.05 B	Wines intended, under customs control for the preparation of vermouths, the manufacture of vinegar, distilling or mixing	25% of the duty in the Common Customs Tariff	34,000

The French text of this Decision may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

PORTUGAL

Drawback of import duty

THE PORTUGUESE *Diario do Governo*, 1st Series, Number 193, of August 19, 1969, published Order No. 24238, which authorized the import, under drawback, of copper wire, lead bars, aluminium wire and strip, steel strip and paper intended for the manufacture of electrical conductors for export under the same arrangement.

The amounts to be refunded and all further requirements for establishing and implementing these arrangements will be determined by Ministerial orders.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 and 462).

FRANCE

Customs modifications

THE FRENCH *Journal Officiel* of August 28 announced modifications to the French customs tariff, with effect from September 1, 1969, and issued a special supplement setting out the changes.

These modifications are in accordance with EEC Regulations for the implementation of certain provisions of the Association Agreement between the EEC and Morocco and Tunisia, and also with Regulations 1541/42/43/69 relating to imports of citrus fruit from Spain, Israel and Turkey.

New regulations concerning the tariff treatment applicable to goods contained in the personal luggage of travellers (Reg. EEC No. 1544/69) and to small consignments of tobacco products addressed to private persons (Reg. EEC No. 1545/69) also came into force from September 1, 1969.

Inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Room E.59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288) where the full French text may be seen.

INTERNATIONAL TRADE CENTRE - TRAINING FACILITIES

The International Trade Centre UNCTAD/GATT helps developing countries in the field of export promotion. Among its many activities is that of the training of developing countries' nominees in the techniques of export promotion. Through courses held at its headquarters in Geneva or made available to it nationally by developed countries including the United Kingdom, the Centre hopes to arrange for training to be given to some 250 nominees of developing countries during the year 1968.

For further information write or phone the United Kingdom Liaison Office: Miss E. P. M. Baggs, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2438).

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SPAIN

Import duty suspension: soya beans

THE SPANISH authorities have announced that the total suspension of the import duty on Soya Beans (Tariff Heading 12.01.B3) has been extended until December 31, 1969.

Reduced customs duty: tropical woods

THE SPANISH Customs duty of 2 per cent on imports of Tropical Woods has been extended until December 15, 1969.

Import duty suspension and import quota. cocoa beans

THE SPANISH Authorities have announced that the duty-free import quota of 4,000 tons of Cocoa Beans has been increased to 19,000 tons (Tariff Heading 18.01 refers). The suspension of the Customs Duty has been extended until December 12, 1969.

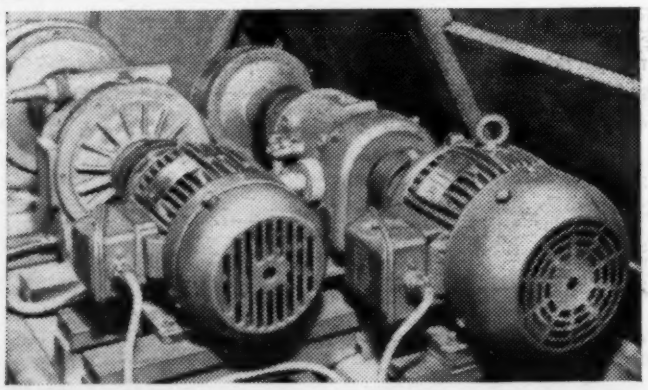
Inquiries about these notices should be addressed to Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462).

IRISH REPUBLIC

Compulsory standard specification relating to electric cables

THE MINISTER for Industry and Commerce in the Irish Republic has given notice that it is his intention to make an Order, the effect of which will be that from December 1, 1969, electrical appliances manufactured, assembled or sold with 3-core electric cable shall have a label attached indicating which is the earth, and, where appropriate, the live and neutral wire. The Order will also provide that from July 1, 1970, electrical appliances manufactured, assembled or sold with 3-core electrical cable shall have the wires coloured in a prescribed fashion, i.e., earth – green and yellow, live – brown; and neutral – blue. These wires shall be appropriately labelled and no other colours will be allowed.

BROOK ELECTRIC MOTORS



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FEDERAL REPUBLIC OF GERMANY

Quotas for goods at fairs

THE FEDERAL German Ministry of Food, Agriculture and Forests have announced that import licences will be issued covering sales at fairs to be held during the second half of 1969. Licences will be allocated to firms, as previously, in accordance with the amount of space booked. It has been agreed with the German authorities that quotas up to the following amounts will be made available for goods sold by United Kingdom exhibitors at these fairs:

	DM.
Fruit and fruit juices in bottles and tins	100,000
Miscellaneous foods	500,000
Of which import licences shall be granted for:	
Barley and oat products up to	25,000
Tinned vegetables, up to	50,000
Jams and marmalades, up to	75,000
(Plus a further DM75,000 unused in the first half of 1969 and re-allocated).	
Miscellaneous foodstuffs from overseas territories, up to	40,000
Ice cream (ex 2107 22 and 29)	250,000
Ice cream mixes	50,000

Within the framework of the amount of DM 990,000, allocated as the overall quota for Great Britain for the second half of 1969, preparations of vegetables, kitchen herbs, fruit and other plants or parts of plants may be imported up to DM 110,000 of which:

	DM.
Preserved peas and beans (ex 2002 61, 66 and 67), up to	50,000 per product
Apples, otherwise prepared or preserved, also with the addition of sugar or alcohol (ex 2006 39, 59 and 98), up to	50,000
Preserved cucumbers (ex 2001 10), up to	25,000

United Kingdom exhibitors who wish to obtain licences should notify the Commercial Department of the British Embassy, Friedrich Ebert Allee 77, Bonn. Applications should be accompanied by a copy of the agent's sub-tenancy agreement for stand space (Untermietvertrag).

All inquiries relating to this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466, 467, 482, 7068, 7069).

HOW TO BUILD UP MAILING LISTS OF OVERSEAS BUYERS

Lists of potential importers of certain British products in overseas countries are available to exporters from the Export Services Branch of the Board of Trade.

These lists, which are mainly of a non-technical nature, enable exporters to mail details of their products or new lines to potential buyers in all parts of the world at appropriate intervals.

Many firms have found that direct mail of this kind, limited to brief concrete details in the language of the country concerned, can become a valuable supplement to the efforts of the salesman.

Inquiries for these lists of overseas importers, giving the type of goods involved and the countries to be covered, should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 245)

TUNISIA

Investment Code

THE TUNISIAN *Journal Officiel* of June 20-27, 1969 published details of Law No. 69-35 of June 26 instituting a Tunisian Investment Code. The British Embassy has prepared a translation of this decree and copies can be obtained from Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3454), quoting reference CRE 8293/G.

IRAN

Cancellation of rial facilities

THE CENTRAL Bank or Iran has announced that the general authorization given for extending rial facilities and/or the issuance of rial guarantees made by foreign leading banks is cancelled, and is now dependent upon firms obtaining the prior approval of the Central Bank of Iran. The granting of rial facilities or the issuance of guarantees in rial in lieu of guarantees made by foreign financial and trading establishments is also witheld.

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475).

Registration deposits

THE CENTRAL Bank of Iran has announced that the deposit for registration of orders for wallpapers falling under Customs Tariff No. 422 will now be Rls. 75 per dollar instead of Rls. 30 per dollar.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475).

IRAQ

United Kingdom commercial office

A TELEPHONE has now been installed at the new United Kingdom Commercial Office in Iraq (see *Board of Trade Journal* of August 27, page 589). The number is 93538.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2357).

LIBYA

Business visas

VISAS FOR BUSINESS VISITS to Libya can now be issued by Libyan Embassies provided that the Embassy concerned has received specific authority from the Immigration Department in Tripoli.

Prospective business visitors are therefore advised to ask their associates in Libya to sponsor their visit and request the Immigration Department to telegraph authority for the issue of a visa to the Libyan Embassy in London.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2357).

REPUBLIC OF SOUTH AFRICA

Customs tariff changes

THE SOUTH AFRICAN Government Gazette (No. 2522) of September 19 notified the following changes in the customs tariff:

R.3303: the duty on certain wheels is amended from 20 per cent to 20 per cent or 5c per lb.

R.3304: (i) specific provision is made for audiometric test booths, being soundproof wooden structures, and the duty thereon is reduced from 20 per cent to free.

(2) the duty on bench vices with detachable swivel bases is increased from 3 per cent (General) and free (Preferential) to 23 per cent (General) and 20 per cent (Preferential).

(3) the duty on gas-filled filament lamps, not exceeding 100 watts, identifiable for use solely or principally in headlamps for miners, is reduced from 210c per 100 (General) and 110c per 100 (Preferential) to 100c per 100 (General) and free (Preferential).

R.3305: (1) the provision for a rebate of duty on all road wheels and parts thereof (of a kind used with pneumatic tyres), for the manufacture of certain motor vehicles, is withdrawn.

(2) The provision for a rebate of duty on certain road wheels for the manufacture of trailers and similar vehicles, is withdrawn.

R.3306: (1) the provision for a rebate of duty on yarns of polyamide fibres is amended as stated.

(2) provision is made for a rebate of the full duty on cotton yarn, not put up for retail sale, single of a count coarser than 4's, bleached or dyed, for use as centre yarn for core yarn, for the manufacture of fringing.

R3307: provision is made for a rebate of the full duty on polyester

(*Continued on next page*)

IMPORTANCE OF AIR MAIL

All correspondence overseas should be done by air rather than by sea in the interests of export efficiency, and businessmen are reminded that due care should be taken that mail is fully stamped. Should this precaution be overlooked the correspondence may be delayed and opportunities lost.

Outside busy periods, such as Christmas, the Post Office often makes up postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing postage.

Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 2s. 6d. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail Leaflet is available free from all post offices and a standing order can be placed for its regular delivery.

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	Jordan dinars	£ sterling	U.S. dollars
Capital and reserves	13,200,000	15,400,000	36,970,000
Deposits	112,160,000	130,850,000	314,050,000
Total Assets	160,380,000	187,110,000	449,000,000

1 Jordan Dinar (1 J.D.) = £1 :3 :6 = U.S.$2.80

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and at 3, Rue du Marché, Geneva
Telephone: 022/25.43.55
Telex: 22,038

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15, Grosse Gallusstrasse, Frankfurt/Main
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Telex: 414249
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Incorporated in the Commonwealth of Australia

Chief London Office: 6-8 Tokenhouse Yard, London, E.C.2.
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Strand Branch: Australia House, London, W.C.2.
West End Branch: 11a Albemarle St., London, W.1.

I would like free booklets about: Business development in Australia. Investment. Emigration.

Name ..... Enter requirement(s) here .....

Address .....

.....

Post coupon to: **The National Bank of Australasia Ltd., 6-8 Tokenhouse Yard, London, E.C.2.** BOTJ 9/69

resins, for the manufacture of textile yarn, fibre, tow and tops, with retrospective effect from February 7, 1969.

R.3308: provision is made for a rebate of the full duty on beer and mineral water type bottles of a metric capacity, in such quantities and at such times as the Secretary for Industries may allow by specific permit.

R.3355: a note is inserted to make it clear that machinery, plant or apparatus designed for the storage and conversion of liquid gas to a gaseous form fall within Section XV, provided the thermal equipment for such conversion is attached externally to the container for the liquid gas

Inquiries about these notices may be addressed to the Export Services Branch, Board of Trade, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

AUSTRALIA

Tariff changes

DETAILS are given below of changes made in the Australian Customs Tariff by Customs tariff proposals which came into effect on September 19, 1969, and include those consequent upon Tariff Board inquiries into the following goods:

* **Wooden articles**
* **Cutlery, forks, spoons, etc.**

Gang slitting machines

Amendments of Part II of the First Schedule to the Customs Tariff 1966-1969

Tariff Item	Goods	Rates of duty	
		General	Preferential
	Omit sub-item 44.28.1, *insert* the following sub-item:		
44.28.1	Spring rollers for blinds	20%	20%
	In sub-item 62.02.6, omit 'quilts,' *insert* 'bedspreads'		
	Omit paragraphs 82.09.11 and 82.09.12, *insert* the following paragraph:		
82.09.11	Cooks', butchers' and slaughtermen's knives; fruit peeling knives	40%	30%
	Omit sub-item 82.09.9, *insert* the following sub-item:		
82.09.9	Other	7½%	Free
	Omit sub-item 82.10.1, *insert* the following sub-item:		
82.10.1	For knives of a kind used at the table or in the kitchen; for butchers' or slaughtermen's knives	40%	30%
	In sub-item 84.17.4, after 'laboratories,' *insert* apparatus for the temperature control of instruments.		
	Omit paragraph 84.45.51, *insert* the following paragraphs:		
84.45.51	Machines, as follows: (a) Cutting presses (b) Guillotine shears (c) Slitting machines, whether or not also capable of flanging, designed to cut or trim mild steel to circular or other shapes but not including machines designed to cut or trim mild steel exceeding 0·125 inch in thickness or to cut or trim mild steel to shapes having a cross-sectional dimension exceeding 60 inches	40%	27½%
84.45.52	Gang slitting machines	30%	20%

* International negotiations having been completed, the above-mentioned changes fully implement earlier recommendations of the Tariff Board.

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Board of Trade (at either the nearest Regional Office or the Export Services Branch). The Board of Trade, in co-operation with Commercial Officers at Embassies, High Commissions and Consulates overseas, are in a position to provide advice when it is required and to arrange for suitable introductions and contacts related to the purpose of their business.

The information which the Board of Trade requires, apart from a businessman's name and that of the firm he represents, consists of details of his itinerary, giving the places to be visited and the dates as nearly as can be estimated, the names and addresses of the local agents, if any, at the places to be visited, the general purpose of the visit, the type of contacts and introduction which the businessman would like to have arranged for him in advance, and any other relevant information which the businessman might consider would enable him to obtain maximum results. Where appropriate, these details should be accompanied by copies of trade literature relating to the product which the businessman is proposing to sell.

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We have been shipowners for more than a century: we have a fast modern fleet of cargo liners serving WEST INDIES, GUYANA, SURINAM, VENEZUELA, COLOMBIA, MEXICO, GUATEMALA, BRITISH HONDURAS, U.S. GULF PORTS, and SOUTH and EAST AFRICA.

Harrison Line

THOS. & JAS. HARRISON LTD., MERSEY CHAMBERS, LIVERPOOL, 2, AND FOUNTAIN HOUSE, FENCHURCH STREET, LONDON, E.C.3.

NEW ZEALAND

Tariff changes

DETAILS are given below of changes in the New Zealand Customs Tariff which came into effect on August 1, 1969:

Tariff Item	Description	Unit	Rates of duty: British Preferential	Most Favoured Nation	General Tariff
Chapter 82	**Tools, implements, cutlery, spoons and forks, of base metal: parts thereof**				
82.04	Hand tools, including mounted glaziers' diamonds, not falling within any other heading of this Chapter; blow lamps, anvils; vices and clamps, other than accessories for, and parts of, machine tools; forges; grinding wheels mounted on frame-works (hand or pedal operated):				
	Vices and clamps:				
	Other kinds:				
82.04.51	As may be determined by the Minister	..	10%* Aul Free	17½%*	30%*
82.04.59	Other	..	Free	17½%	30%
82.04.61	Portable forges	..	Free	16⅔%	25%
82.04.69	Grinding wheels mounted on frameworks	Doz.	Free	20%	25%

*Or such lower rate of duty as the Minister may in any case direct.

The following items were revoked on August 1, 1969:
82.04.38 82.04.41 82.04.49

Any inquiries regarding this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321).

Tariff and Development Board report

COPIES OF THE following New Zealand Tariff and Development Board report have now been received and are available from the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321).

Tariff Item	Description
82.14.01 82.14.09	Blanks of stainless steel or brass for making spoons, forks, butter-knives and fish-eaters.

BOLIVIA

Tenders for Government contracts

BOLIVIAN Government Decree No. 08831 introduces the requirement that Government Departments and state organizations must stipulate in calls for tender they issue that quotations should include not only c.i.f. prices to Pacific ports (Antofagasta, Arica or Matarani) but also to Atlantic ports such as Santos, Buenos Aires, Rosario and Barranqueras.

CHILE

Customs Schedule amendments

THE FOLLOWING amendments were made recently to the Chilean Customs Schedule:

Tariff Item	Details	Specific duty Gold Pesos	*Ad valorem* duty
40.11.01.99	Other tyres and inner tubes	KG Free	125%
48.01.07	Whatmann type drawing paper	KG 2·00	70%
48.07.03.06	Paper in rolls or sheets for the manufacture of heliographic paper	Free	55%
54.03.01	Waxed flax and ramie yarn for Jacquard mechanisms	Free	80%
59.11.02	Rubberized adhesive fabric, in rolls up to 10 cm wide	Free	60%
74.03.02.02	Solid wire of bronze or brass of rectangular cross-section from 0·15 to 0·99 mm thick	KG 35	90%
82.04.03	Plane irons	Free	75%
84.24.80.01	Discs for ploughs and harrows	Free	120%
74.30.01.04	Bread slicers	Free	150%
84.45.03.01	Item should read: Bench or column drilling and boring machines	KG 0·20	90%

Permitted import list amendments

THE FOLLOWING amendments were made recently to the Chilean permitted import list:

Page	Item No.		Percentage of prior deposit
9	09.09	Alter sub-heading 'Caraway seed' to read: Cumin seed	0
25	26.01	Manganese ores	0
52	30.04	Add new sub-heading: Adhesive surgical dressings of the Tensoplast type not less than 2½ in. by 3½ in.	0
111	70.20	Alter the second sub-heading to read: Special glass fibre compositions, commonly known as 'silicone' or 'verrane' in yarns, wicks, filters, fabrics and/or cords for reinforcing polyester plastic goods and the like	0
114	73.07	*Insert* new heading; and sub-heading: Blooms, billets, slabs and sheet bars (including tinplate bars) of iron or steel: pieces roughly shaped by forging or iron or steel: Slabs	10,000
	73.08	*Insert* new heading and sub-heading: Iron and steel coils for re-rolling; iron and steel coils	10,000
117	73.15	Transfer to page 124 (*General Headings*) the sub-heading: Carbon steel, hot or cold rolled	10,000
123	73.32	*Insert* new sub-heading: Special nuts (caparisoned) for installations in hollow walls	0
126	74.06	Alter the item 'Ordinary metals in powdered form' to read: Copper in powdered or particle form	0
130	76.05	Alter the sub-heading 'Ordinary metals in powdered form' to read: Aluminium in powdered or particle form	0
131	76.16	*Insert* new sub-heading: Special nuts (caparisoned) for installations in hollow walls	0
183	85.00	*General Headings:* Telephonic transmitters (Automatic apparatus, citophones and loud-speaker citophones, assembled telephonic apparatus with cases and earphones)	0
196	90.26	Water meters up to 1 in.	0
199	92.02	Guitars	0
203	97.03	*Insert* new sub-heading: Reproductions of musical instruments	0

JAMAICA

Industrial Incentives Law, 1956

THE JAMAICAN Minister of Trade and Industry is considering whether the following products should be declared 'approved products' for the purposes of the Industrial Incentives Law, 1956.

Sodium hydrosulphide
Sodium sulphide
Sodium polysulphide

'Approved manufacturers' of these products will enjoy income-tax relief, duty-free imports of building material, plant, machinery, etc., and other concessions.

Applications for the status of 'approved product' and 'approved manufacturer' are processed by the Jamaica Industrial Development Corporation, 4 Winchester Road, Kingston 10, Jamaica (PO Box 505). It would be appreciated if firms writing to the Industrial Development Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 393, Kingston, Jamaica.

Inquiries about the above notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2627).

Export Industry Encouragement Law, 1956

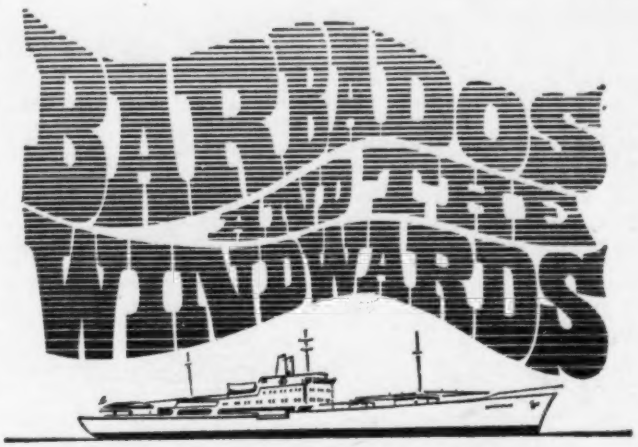
THE FOLLOWING products have been declared approved products for the purposes of the Jamaican Export Industry Encouragement Law, 1956:

Magnetic tapes for electronic computer use, and processed

(*Continued on next page*)

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of addresses is given on pages i-viii of October 1 issue.



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Albert Edward Dock, Preston, Lancs.
Tel: 0772 29261. Telex 67642.
Hornby Dock, Bootle 20, Liverpool, Lancs.
Tel: 051 922 6383. Telex 627263.
Area Office: Austral House, Well Street, Bradford, Yorks. Tel: 0274 32599.
Agents: Killick, Martin & Company Ltd., Dunster House, Mark Lane, London EC3.
Tel: 01-623 3100. Telex 28424.
Killick, Martin (Southampton) Ltd., Havelock Chambers, Queens Terrace, Southampton. Tel: 28771. Telex 47633.
Killick, Martin (Birmingham) Ltd., St. Martin House, Bull Ring, Birmingham 5.
Tel: 021 643 9051. Telex 338807.
R. M. Beveridge & Co. Ltd., 14 St. Vincent Place, Glasgow C1. Tel: 041 221 3615/7. Telex 778118.
54 Commercial Street, Dundee. Tel: Dundee 22131.
64 Constitution Street, Leith, Edinburgh 6. Tel: 031 554 1557.
87 Lumley Street, Grangemouth, Stirlingshire. Tel: Grangemouth 4228.

JAMAICA, *continued*

papers and cards excluding key punched tabulating cards.

A notice that consideration was being given to designate these products appeared in the *Board of Trade Journal* dated July 30, 1969, page 334.

Applications for the status of 'approved product' and 'approved manufacturer' are processed by the Jamaica Industrial Development Corporation, 4, Winchester Road, Kingston 10, Jamaica (PO Box 505). It would be appreciated if firms writing to the Industrial Development Corporation, would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 393, Kingston, Jamaica.

Inquiries about the above notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1-19 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2627).

UNITED STATES

Fair Packaging and Labelling Act

THE *Board of Trade Journal* of June 25, 1969, gave notice of proposed amendments to the United States regulations relating to consumer commodities under the above act which would:

(a) clarify the application of the regulations to packaged and labelled consumer commodities; and
(b) clarify the labelling requirements with regard to the packaging of commodities to be used as containers.

After consideration of the comments received on these proposals, the United States Federal Trade Commission has published details of the revised regulations which became effective as follows: (a) October 25, 1969, and (b) February 1, 1970.

Anyone who will be adversely affected by these amendments to the regulations may file written objections with the Secretary, Federal Trade Commission, Washington D.C. 20580, before October 24, 1969.

Inquiries about this notice should be addressed to Export Services Branch (Tariff Section, United States), Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455, 456, 457), (Ref. FR 24.9. 69.)

California "Buy American" Act

THE CALIFORNIA 'Buy American' Act, which requires that only goods manufactured in the United States be used in public projects, was ruled unconstitutional on September 18, 1969, by the State Court of Appeal.

No precise information is yet available on the likely effect of this ruling on the purchasing policies of the Californian public sector, but a further notice will be published in the *Board of Trade Journal* as soon as possible. In the meantime inquiries may be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2404), quoting the reference CRE/23781/P.

CANADA

Tariff Board hearing on knitted outer garments ref. 145

AN ANNOUNCEMENT about the Canadian Tariff Board hearing on knitted outer garments was published in the *Board of Trade Journal* of August 6.

The Canadian Tariff Board have now given notice that the public

(*Continued on page* 996)

Hints to businessmen visiting United States of America

A REVISED EDITION of the booklet on the United States of America (with notes on Puerto Rico and the United States Virgin Islands) has been published in the 'Hints to Business Men' series.

British business men who intend visiting this country on export business can obtain a copy of the booklet on application to Export Services Branch, Board of Trade, Room C.07, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

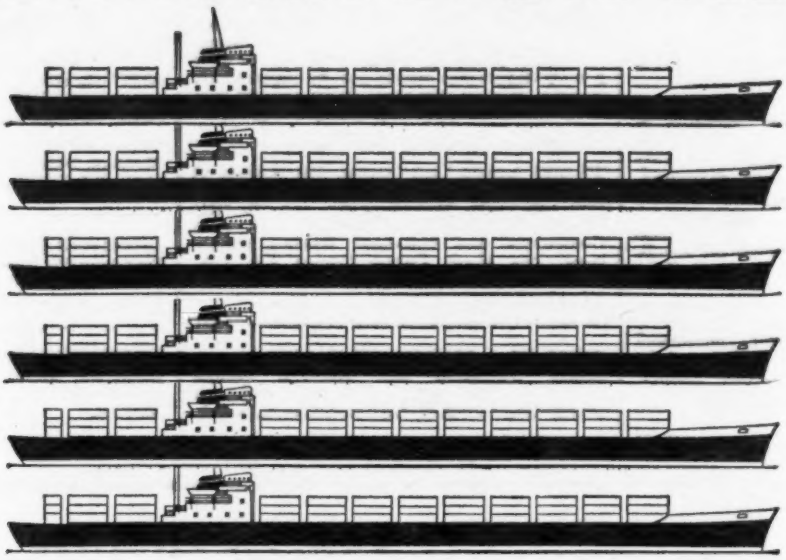
All the way ...

The seventy offices and depots of the Lep Organisation in the United Kingdom work with more than 50 Lep overseas companies as well as with an extensive network of agents to provide a complete international transport service for the exporter. Whether your goods go by air, rail, road or sea, the Lep Organisation will take care of collection, documentation, insurance, packing, warehousing, despatch — in fact, the complete transport operation right through to delivery.

For full details of Lep Services, please contact:—

Lep Transport Ltd.
Head Office: Sunlight Wharf,
Upper Thames Street, London, E.C.4.
Telephone: 01-236 5050
Telex: Transport Ldn. 887282/3
or your local Lep Transport Office.

American Astronaut



Completes our fleet of six purpose-built Containerliners that speed exports to the U.S.A.

United States Lines now operate six of the largest and fastest Containerliners on the Atlantic run. These ships, each designed to carry 1,200 containers, regularly call at more ports in the United Kingdom than any other shipping line on the Atlantic run... Tilbury, Liverpool (with feeder services to and from Belfast and Dublin), Greenock.

This modern container fleet speeds exports, offers customers an efficient and unrivalled service to the U.S.A.

Among the advantages offered by the service are:

Export No port charges on full container loads or break-bulk traffic at Tilbury or Liverpool.

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Orders for advertisements should be addressed to **HM Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.**

Replies to Box Numbers should be addressed to **Box No.—Board of Trade Journal, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1**

WE HAVE FOR SALE a large selection of new and reconditioned industrial sewing machines for all manufacturing purposes. Sewing machines also purchased for cash. Import & Export. Alfred Shad (Sewing Machines) Co. Ltd., 50 Berwick Street, London, W.1. 437 0334, 437 9357.

TYRES FOR EXPORT. Large quantities of tyres fit for repair and for remould always available. Can be inspected on site or made up to your requirements by expert examiners. Quantities of good, part worns and unused remoulds in all sizes available. Large quantities of scrap tyres always available. J. Rose (Tyres) Ltd., 6 Bradman Road (off Hammond Road), Kirkby Industrial Estate, Nr. Liverpool. Tel.: Simonswood 2157 (6 lines).

SAFETY IN YOUR FACTORY. Modulated photo-electric Machine Guards. Designed to comply with Factory Inspectorate requirements. Brochure from F.M. Products, Town Cross Avenue, Bognor Regis, Sussex.

EX-ARMY WARRANT OFFICER holding a new Crown lease on business premises (showroom/office) in N.E. London is prepared to act for or work with a business organisation or individuals who require a reliable agent. Advertiser personally occupies flat above with 2 main telephones which can be permanently manned. Highest references (Bank account with Westminster for 20 years). Box S. 6908.

'FLASH' Carton Case Opener. The opening of Fibreboard Cases, a task of some difficulty, time and waste, effected quickly and efficiently by the use of this simple hand tool. Also Commercial and Industrial Stapling Equipment. The Flash Carton Opener Co. Ltd., Ambleside Avenue, London, S.W.16. Tel. 01-769 0308/5960.

GIFTS IN A MATCHBOX RANGE. Agents wanted worldwide also available quality Tartan backed Playing Cards. Cumbrae Supply Co., 5 Erskine Square, Glasgow, S.W.2.

TYRES AND WASTE RUBBER. The Sterling Tyre Co. Ltd. are exporters of tyres and tubes and waste rubber. Huge stocks for sale, all grades and sizes, surplus new and good part-worn, repairable tyres, tyre casings for re-moulding, scrap tyres for industrial purposes, expertly graded to customers' requirements, credit facilities available for approved customers. The Sterling Tyre Co. Ltd., First Avenue, Montagu Industrial Estate, Edmonton, London, N.18. Tel. EDMonton 2150.

LIGHTING CONTROL DIMMERS, Switches, Photo-electric Switch Units. Send for illustrated Brochure. F.M. Products, Town Cross Avenue, Bognor Regis, Sussex.

AFGHANISTAN – Leading importers Kabul, Kandahar, Herat require sole agencies for British consumer and capital goods. Box M11841.

CANADA, *continued*

hearing will be held in the Board's courtroom at 219 Argyle Avenue, Ottawa, commencing on Monday, February 2, 1970, at 10.00 a.m.

Briefs or submissions containing relevant facts, opinions and arguments in support of any views to be urged before the Board should be filed, in writing, not later than Monday, January 12, 1970.

One hundred and fifty (150) copies of briefs or submissions should be filed with the Secretary; these will be distributed to interested parties on request.

Persons proposing to attend the public hearing should notify the Secretary not later than Friday, January 23, 1970, in order to ensure that seating accommodation at the hearing will be available. Persons attending the hearing should bring with them all notices, briefs and documents which they may already have received because additional copies may well be unavailable at that time.

INTERNATIONAL TRADE CENTRE - SURVEYS

The carrying out of surveys of the markets of developed countries for the export products of developing countries is one of the specialities of the International Trade Centre, UNCTAD/GATT. Products surveyed so far are plywood and veneer, citrus juices, oilcake, shrimps and prawns, rice, cottonseed oil, canned beef, and tropical sawn wood.

Reports of the Centre's surveys are made available free of charge to the developing countries. Firms in developed countries may obtain priced copies from the GATT Secretariat, Villa le Bocage, Palais des Nations, 1211, Geneva, 10, Switzerland.

Information about the Trade Centre and its work may be obtained from the United Kingdom Liaison Officer: Miss E. P. M. Baggs, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2438).

FILMS FOR EXPORTERS

THE BOARD OF TRADE has prepared three films on exporting which are suitable for showing to Chambers of Commerce, Trade Associations, Export Clubs and other organizations who have an active interest in exporting. All three films were produced for the Board of Trade by the Central Office of Information and are available on hire from the Central Film Library, Government Buildings, Bromyard Avenue, Acton, W.3 (Tel. 01-743 5555),

They are:

'Shop Windows for Exports.' A 20-minute 16 mm. film in colour which describes the merits and differences of Overseas Trade Fairs, British Weeks and Store Promotions. It shows how a manufacturer can select those 'Shop Windows' best suited for his product.

'The Friendly Invasion.' This 12-minute film in colour was made at the Brussels and Toronto British Weeks in the autumn of 1967. It explains how British Weeks can be the ideal way for consumer goods manufacturers to increase their sales in export markets.

'Call Export Intelligence.' A 30-minute film in colour describing the Government's services for exporters and how they can be used by firms to increase their exports. It shows the work of the Board of Trade's Export Services Branch, Regional Offices and the Commercial Departments of our Embassies, Consulates and High Commissions overseas. No actors were used for this film. All the officials, commercial officers and businessmen appearing in the various scenes shot in Britain and Denmark actually do the jobs shown in the film.

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BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.

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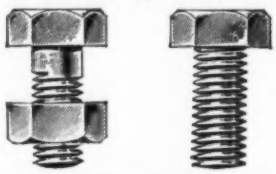

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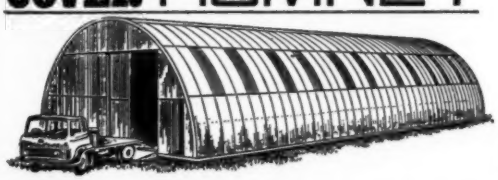

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